A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

December 19, 1966

DATA
WESTON INSTRUMENTS

new sales trails blazed by mobile fairs/missions

International Trade Winds

Company News

BOWLING EQUIPMENT—Installations of AMF Automatic Pinspotter-equipped bowling lanes overseas are expected to reach 10,000 by the end of the year, according to AMF International, a subsidiary of American Machine and Foundry Co., New York. Nearly 2,000 lanes worth over $16 million will be constructed in 1966, a record year for the company. Most installations are in the Far East and Europe.

INDUSTRIAL CLEANING AGENTS—Crain Chemical Co., Dallas, has announced the appointment of Osal, Ltd., Accra, Ghana, as the exclusive distributor for Crain's industrial detergents, degreasers, and surfactants in Western Africa. Osal will handle Crain's line of specialized products for use by large industrial firms, the oil and gas industries, and the food processing, transportation, mining, and marine industries. The firm's products are also distributed in Mexico, Australia, Singapore, Lebanon, Peru, Taiwan, and South Africa.

PHOTOGRAPHIC RESEARCH—New photographic research facilities at Savona, Italy, have been dedicated by 3M Ferrania, a subsidiary of 3M Co., St. Paul, Minn. The Italian firm was acquired by 3M in 1964, and the new facilities are part of a broad program by the parent company to strengthen its capabilities in the photographic field. Scientists at the research unit will study new color and black and white emulsions, photographic gelatins, and film processing.

TELEVISION—General Telephone & Electronics Jamaica, Ltd., a subsidiary of GT&E International, New York, has introduced the first locally made Sylvania brand television receivers in Jamaica. The line consists of 19-inch and 23-inch table model sets, manufactured at the firm's 13,000 square foot Old Harbour plant. Production in Jamaica started in September. GT&E now has 25 manufacturing facilities located in Canada, Europe, Latin America, and the Far East.

Newsletter

High speed packaging and filling machines on display at the U.S. exhibit at the Utrecht, Netherlands, machinery fair made an interesting comparison with what the Dutch have in their factories--mostly equipment brought in right after World War II. Now seven Dutch firms would like licenses to make U.S. designed machines in this field. Names and addresses were in Investment Opportunities section, Dec. 5 issue.

U.S. Trade Mission proposals brought back from Ireland and Portugal--nearly 300 of them--are being published in our pages this week, even though the mission's report is not due for publication until mid-January. Fast action in bringing the specific proposals before U.S. traders is our aim.

Pittsburgh, St. Louis and New Orleans businessmen will have a chance to meet locally with members of the recent U.S. Trade Mission to Hungary and Bulgaria. Other cities may also be added to the list. Check the nearest Commerce Department Field Office or watch Calendar for International Traders for discussion dates in your area.

"Opportunity to sample a cross-section of Venezuelan industry that we could not reach in 90 days or six months or any period you want to specify." That's what the U.S. industrial equipment exhibition in Caracas meant to J. C. Harris of Landis Tool, Waynesboro, Pa. He talked about his precision grinders with auto parts makers, tobacco-products executives and plastics molding people, among others.

Two bolivars in the slot and another auto was given a self-service wash by Du-Val I.F.T. Corp. of Dallas, showing Weben Industries coin-op equipment at the Caracas show. "I expect we will be doing over $100,000 in business a year It's a new field in Venezuela," said the Du-Val rep, after negotiating with service station owners, high-rise apartment managers and major oil company officials.

Several sales were concluded and two agents appointed during the stay of the Fort Worth Agricultural and Livestock Trade Mission in Nicaragua. The country is making a concerted effort to improve its herds through the importing of breeding stock and new feeding methods to protect pure bred cattle against the hardship of the Nicaraguan dry season.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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the cover

A trade mission with its own traveling exhibition—a new concept in international sales promotion—had an auspicious start in Mexico City as it headed south through Central America to Panama. The Trade Caravan was sponsored by New Jersey manufacturers, whose representatives engaged in business negotiations (foreground, bottom picture) while their 40-foot exhibit van was nearby. Inside the van (top picture) were seven electronics exhibits aimed at buyers from schools and hospitals, here the subject of Mexican national TV coverage. Story is on Page 2.

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NEW JERSEY MOBILE FAIR/MISSION

Trade Caravan rolls along road to $10 million sales

New combination of two sales promotion techniques proves spectacular success

A new combination of mobile trade fair with an industry organized trade mission was spectacularly successful in Mexico and Central America last month, with from $5 to $10 million in sales expected.

The mission's exhibition van traveled from Laredo, Texas, through Mexico and Central America to Panama. Though the 40-foot trailer left the road twice in rugged sections of the Pan American Highway and blew five of its heavy truck tires in the last 500 miles, it met every stop in its planned itinerary and every one of its exhibits was in full working order at the end.

"Great," said electronics exhibitor Peter Blake. "We met customers we didn't know existed."

"Excellent!" said Calvin Louderback of the New Jersey Manufacturers Association, speaking for the trade mission. "The traveling van added the note of excitement to our visit that opened a lot of trade doors for those of us not even connected with electronics."

State wants repeat

"We liked it so much we are already making plans to use the caravan technique next year in places like southern Europe," said Gov. Richard J. Hughes for the state of New Jersey. "And we're even making a training film using this experience to teach new world traders. It's all part of our program of New Jersey leadership in advancing foreign trade through joint efforts of business and government. We're looking ahead in this state that does 10% of all the research in the U.S., and doing everything we can to prepare world markets for things we are making here that aren't even on the U.S. market yet."

Assistant Secretary of Commerce Alexander B. Trowbridge, in congratulating Gov. Hughes, said:

"I am proud that the cooperative effort of the Department of Commerce and the State of New Jersey has resulted in this creative new technique in trade promotion. The success of this mission augurs well for future similar efforts."

Robert Roe told why the State of New Jersey decided to pioneer with the mobile trade fair/trade mission. He is Commissioner of the State's Conservation and Economic Development Department.

"We had good success with the established type of trade mission, as we proved last year with our state-sponsored mission to Europe. But we thought it was time to take a new look at the formal type of trade mission, and to see if we could not go beyond it. That is why we accepted the opportunity to sponsor the mobile trade fair when the Department of Commerce opened it to us. We knew that the exhibits would have to be carefully planned and selected, and we think we made a good choice.

"From the New Jersey standpoint, the participation by us in the mobile exhibition and trade mission was not an isolated effort. It is part of a program that is tieing together our state government, our state manufacturers' association and other trade associations, our big companies and our small firms, our transport developers, and even our universities into a package called export promotion. We are on the threshhold of the container and jet-cargo age when all of the world's markets will be close to New Jersey. New Jersey has its eyes on the future."

The Commissioner continued:

"We are trying to build a sense of community among our manufacturers in the way of piggyback exporting. By that I do not mean only in the physical sense of one company carrying another company's goods, but in the wider meaning of assistance with the whole marketing effort. After all, 75% of our New Jersey companies have less than 25 employees. By helping them to go overseas we can open doors that will benefit the whole state."

Blake, who is Export Manager for Electronics Associates of West Long Branch, described the advantages of the combination effort:

"We realize that the trade mission concept runs into strong competition for public attention. For example, while we were in Mexico City, the British and Japanese were both staging attractive exhibitions. But our caravan was able to win good treatment on national TV in Mexico, both in Monterrey and Mexico City. And that was just one example of the excellent publicity we were able to achieve.

"The two-pronged approach was especially valuable to us in the electronics field. Though we have sold our equipment by demonstrating it to individual engineers who travel to our headquarters in the U.S., we have found that among our educational customers, the decision to purchase is not made by a single person, but often by a whole group from the school concerned, together with other government officials. This is particularly true in Latin America. So this traveling caravan gave us a chance to meet with whole groups making the sales decisions. And we were able to come to them with demonstrations of the equipment in operation, not just with catalogs.

Students are future buyers

"A fringe benefit of the trip for us—if that is the right term—was our exposure to students who are going to decide the character of the electronics market in Central America in the years ahead.

"It is often said here in the United States, with great finality, that the developing nations such as those in Central America are simply not ready for advanced electronics equipment for use in classroom or industry. But we learned on the scene that this judgment puts the cart before the horse. Once we show the people in these countries exactly what is available, then the decision can be made whether it is too advanced or not. Remember that much of today's electronics equipment can be tailored to fit individual situations.

"All over Central America you find people—doctors, professors, engineers—who are proud to point to the technological advances they are making. These people were delighted to see an electronics exhibition brought into their cities."

The van, owned by F. G. McGavock & Assoc. of Pasadena, weighed approximately 22 tons. It traveled more than 10,000 miles in less than six weeks, and was viewed by people in the six countries along its route. Mexican visitors to the traveling exhibit showed an unexpected interest in the vehicle itself, prompting McGavock to appoint a local representative to carry on negotiations for possible purchase of several such display units.

Under a special new combination plan the traveling exhibit brought together for the first time the services of two Department of Commerce trade promotion operations and the know-how of specialists from the electronics industry.

The Commerce Department operations are mobile trade fairs and industry-organized trade missions.

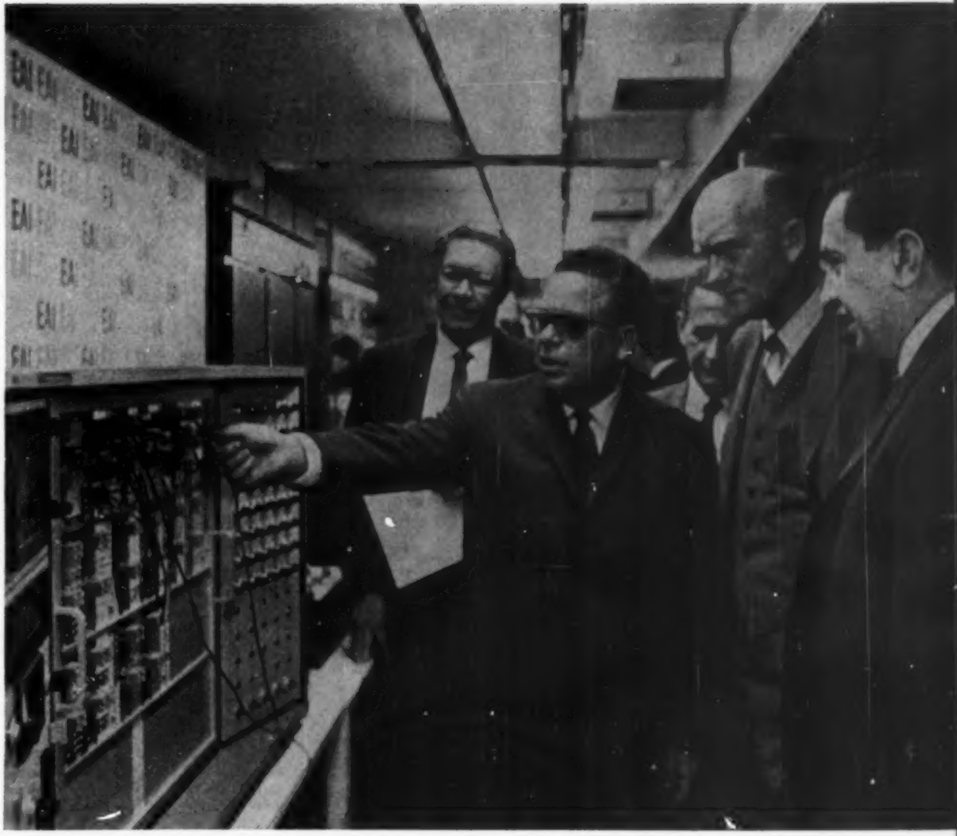
Mission performed various functions

The 11-man mission included, in addition to Roe, Blake and Louderback, director of publishing for the New Jersey Manufacturers Association, Paul L. Troast, official representative of Gov. Hughes; Bayard L. England of Atlantic City Electric Co., mission leader who was qualified to handle financial transaction such as helping prospective buyers with loan advice; and representatives of New Jersey industries. The mission accompanied the van to Mexico, Guatemala and El Salvador.

The six representatives of the van exhibitors were: General Telephone and Electronics Corp.—Gerald Goldman; Bell Telephone Laboratories, Inc.—E. Michael Gall; RCA—Jerry Huffman; Electronics Associates, Inc. and Interdata, Inc.—Peter Blake; Weston Instruments, Inc.—Henry M. Crane; Buck Engineering, Inc.—Theodore Holmes. Trade Caravan leader was Daniel Scrone of the New Jersey State Department of Conservation and Economic Development.

Mission member Phillip Ganguzza of Valley Fair Corp. said of the venture, "I think the Department of Commerce promotion work that went ahead of the mission was of great assistance in making this project a success. The businessmen were expecting us and many came from long distances to see us. Some even deferred conversations with businessmen from other countries until they could talk to us."

Summing up for General Telephone and Electronics, Spencer Ross, International Educational Manager, commented:



DEMONSTRATION OF ELECTRONIC TEACHING AID is given to Mexico's Undersecretary of Education Victor Bravo Ahuja (center), while U.S. Ambassador Fulton M. Freeman and trade caravan engineer Juan Acosta watch. Seven such exhibits were in the traveling van.

"The advance work and publicity about the arrival of the exhibition were most satisfactory, as was the assistance of the commercial attaches in the various embassies in arranging for specific people to see our display. The exhibit dealt with various technical applications to meet the needs of education and medicine. Such a subject can be relatively abstract unless prospects can actually see the equipment in operation. As part of our exhibit we were able to show living, moving microorganisms on a large television screen. We found this real-time demonstration extremely effective—much more so than the use of word pictures or printed information."

The van was located where it could be easily visited by people engaged in education and medical research, the primary areas served by the equipment on board.

First stop on the itinerary was Monterrey, Mexico. The van was stationed outside the School of Engineering at the University of Nuevo Leon. During the day appointments were scheduled with local businessmen and industrialists and in the evening, with classes of students. The third day the van moved to the Institute of Technology, also in Monterrey.

The weekend was utilized to travel to Mexico City. Peter Blake described the spur-of-the-moment change in plans in Mexico City that resulted in unexpected personal contracts and publicity:

"Let me tell you about the mobility aspect of this mobile exhibition. Our schedule in Mexico City was, of course, thoroughly planned in advance. But when Commissioner Roe saw an opportunity to show our products to the very important group that was invited to an evening reception at the U.S. Embassy, he called Ambassador Freeman and got permission to drive our van right up to the grounds of the ambassador's residence. We had a full showing to the guests that evening and then drove the van back to its scheduled viewing place. The next morning we were able to reach a key audience of top government officials, school and hospital leaders, trade association people and industrialists."

The next four days were spent at the

TRADE MISSION MEMBERS PRESENTED PROPOSALS to local businessmen while exhibitors were busy at the van. Calvin Louderback (left) of the New Jersey Manufacturers Assn. is with two Mexican businessmen.

Polytechnic Institute, and the van then moved to the Medical Center's Children's Hospital to take advantage of the presence of delegates at the Pan American Pediatric Convention.

In Guatemala City the van was stationed on the grounds of the Central American Research Institute for Industry (ICAITI) for three days. Following opening ceremonies attended by Ambassador John C. Mein and Mayor Ramiro Ponce Monroy of Guatemala City, the exhibition followed the same procedure as in Mexico, with business appointments morning and afternoon and student groups and professors in the evenings.

The van spent two days each in San Salvador at the Second International Trade Fair of El Salvador, in Managua, Nicaragua, and at the University of Costa Rica, parked between the School of Engineering and the School of Education. The final week was spent in Panama City in front of the Panama Hilton Hotel and at Balboa High School in the Canal Zone.

These countries were chosen for their potential market for the mobile van's products. According to a report prepared by the New Jersey Department of Conservation and Economic Development, they represent a combined secondary school enrollment of almost one million. The university enrollment is nearly a quarter of a million. Mexico leads, with 36 universities containing some 214,000 students. There is no local production of electronic equipment, except in Mexico and Costa Rica, where radio and television equipment is produced. Foreign grants for education, primarily from the Ford Foundation, the Agency for International Development and the Inter-American Development Bank, total approximately $18.5 million for these six countries.

Electronics Associates, Inc., of West Long Branch, an electronic computer manufacturer, had on exhibit in the trade caravan an operating desk top analog computer used in educational and biomedical scientific applications. Final negotiations are being carried out in Mexico on the sale of several hundred thousand dollars worth of large-scale scientific digital computers as a result of this effective sales technique.

Interdata of Farmingdale, which went piggyback on Electronics Associates, displayed a digital computer for classroom use to instruct students in all phases of computer technology and maintenance.

Radio Corporation of America showed classroom instructional demonstrator kits, a compact operational three-inch oscilloscope, a signal generator and a voltage measuring device. The transistor radio receiver and Volt-Ohm-Mill milliammeter contained in the demonstration kits became operational after being assembled, enabling students to convert classroom theory into actual application. RCA had the opportunity, in addition to introducing new equipment to the market, to introduce their agent to new devices and give him on-the-spot sales training.

Buck Engineering Co., Inc. demonstrated three configurations of classroom electronic "breadboard" kits which are designed to instruct students in the fundamentals of electricity and electronics. The firm also displayed a digital logic trainer, which teaches the fundamentals of computers.

General Telephone and Electronics Corp. of Teterboro used a closed circuit TV microscopy exhibit including an electronic microscope, a videocon camera and a TV monitor. The camera focuses on an enlarged microscopic specimen and the picture is transmitted to a closed circuit TV monitor. This unit is effectively used in classrooms, laboratories and other facilities.

Electrocardiogram by phone

Bell Telephone Laboratories showed an electrocardiogram input device that transmits a tracing via telephone long line to a heart specialist for diagnosis. This enables heart patients in remote areas or nursing homes to receive a prompt heart examination without having to be moved.

Weston Instruments, Inc., displayed electrical measuring devices such as meters, volt meters, ammeters, potentionmeters, milliammeters, thermometers, etc. for use in medical and educational research.

In all, the trade mission offered 117 business proposals from 105 New Jersey firms. These encompassed: building and fabrication materials and equipment; chemical and petroleum industry products; construction mining equipment; food products and processing equipment; machinery and machine tools; home, school and office supplies; medical and scientific equipment; plumbing, heating, refrigeration and ventilation equipment; textiles; toys and sports equipment; transportation components; additional electronics proposals and many miscellaneous items.

Advantages of having an industry-oriented trade mission accompany a mobile trade fair were confirmed on the trip. For example, the mission members were able to fly on ahead and reach cities on the itinerary a few days ahead of the van, arrange further publicity, make personal contacts, etc. Additionally, the mission was able to include a variety of people performing a larger number of functions than the trade fair's industry representatives were able to perform.

Ordinarily a trade mission carries no product samples. By joining with the exhibition van, this mission was assured of filling not only the ears but the eyes of prospective buyers as well. The van's exterior displayed a large yellow and blue map of the Central American countries visited—thus attracting the attention of the local businessman and indicating that the exhibition has been tailored especially for him.

Exhibitor plans van

One of the best indications of the success of the mobile van technique is that an experienced foreign marketer like RCA is now exploring the possibility of developing its own van.

By working in conjunction with a U.S. government agency, the caravan was able to utilize the services of the United States Information Service for publicity.

Results of the trade fair/mission indicate that advance planning is of utmost importance. It should be undertaken a year ahead, with a representative group of advance men going over the van route at least a month before the caravan. This team should arrange for invitations to be sent through U.S. embassies to government, industrial and education officials to attend sales meetings and view the van's equipment.

Future fair/missions to Europe

The Department of Commerce's Office of International Trade Promotion is presently working on plans for future mobile trade fair/trade missions. Texas industrialists are preparing working scale-models of equipment for plant modernization to go on a traveling exhibit to Australia and New Zealand, and the American Exporters of Fashion are planning a visit to Western Europe. Exhibitors in the electronics field are being sought for a fall trip to Spain and possibly southern France.

The training film, put together by the State of New Jersey from footage shot on the trip, will be made available to trade associations, colleges, schools of international business, members of the Regional Export Expansion Councils and other state groups interested in similar international undertakings.

Court rulings seen spurring exporters' interest in Western Hemisphere Trade Corporations

Eligibility requirements clarified for U.S. subsidiaries selling to Canada, Latin America; 30% tax deduction available

By MICHAEL A. ALLARA

Legal and tax clarifications affecting the category of business enterprises known as Western Hemisphere Trade Corporations have turned new attention to them and stimulated renewed interest in them.

The most significant provision of the Internal Revenue Code which exporters can use to reduce tax liabilities is that relating to such Western Hemisphere Trade Corporations. Since the Revenue Act of 1942, a domestic corporation has been able to receive special tax benefits if it qualifies as a WHTC.

Although the WHTC originally was established to equalize the competitive position of U.S. investors, it also has become an aid to U.S. firms exporting to Latin America and Canada. Court rulings in recent years to a large degree have eliminated uncertainties surrounding exporters. These decisions, which have clarified eligibility requirements, and Treasury's acquiescence in these decisions in 1964 have revived interest in the WHTC.

Eligibility requirements

To claim the status of a WHTC, under Section 921 of the 1954 Internal Revenue Code a domestic corporation must meet the following qualifications:

► Its entire business (other than incidental purchases) must be carried on within the geographical limits of North, Central, or South America and the West Indies.

► Its gross income for the 3-year period immediately preceding the close of the taxable year (or for such part of such period during which the corporation was in existence) is derived from (a) sources without the United States (95% or more), and (b) the active conduct of a trade or business (90% or more).

A corporation which meets these qualifications is taxed as any other domestic corporation except that, based on its status as a WHTC, it receives an additional deduction under Section 922 of $^{14}/_{48}$ths of its taxable income. The numerator of this fraction is always 14; the denominator equals the current total normal tax and surtax. This fractional computation is the same whether the corporation's taxable income subjects it to a combined normal tax and surtax, or to the normal tax only. The practical consequence is to tax a qualifying corporation on only about 70% of its profits.

The additional deduction, in effect, makes the surtax applicable only to taxable incomes over $35,294.12, instead of $25,000. A WHTC pays only 15.6% tax on its first $35,300 of net profit and 34% on the excess, whereas domestic corporations ordinarily pay 22% tax on the first $25,000 profit and 48% on the excess.

Geographic limitations

All WHTCs must be domestic corporations created or organized in the United States under the laws of any state or the District of Columbia. An exception is made for corporations formed in Canada or Mexico solely to comply with the laws of those countries. Such a corporation is treated as a domestic U.S. corporation for purposes of qualifying for the preferential tax rate. To so qualify, the Mexican or Canadian corporation must be included in a consolidated return.

The applicable regulations do not explicitly state which countries or territories are considered to be within the Western Hemisphere. The United States and the countries in North, Central, and South America are considered to be within the limits in which a WHTC's entire business (other than incidental purchases) must be conducted. However, a series of rulings have expressly extended the geographical limits to include the Virgin Islands, the Bahamas, Puerto Rico, the Lesser and Greater Antilles, the islands off the shore of Venezuela, Newfoundland, and even Greenland. Bermuda and the Falkland Islands have been expressly excluded.

Section 921 specifically permits a corporation for taxable years beginning with

January 1, 1954, to maintain its WHTC status although it makes "incidental purchases" outside the Western Hemisphere. Treasury Regulations have defined "incidental purchases" as those which are "minor in relation to the entire business" (those which do not exceed 5% of the corporation's gross receipts from all sources for the taxable year will be automatically deemed incidental) or those "nonrecurring or unusual in character."

The Court of Claims in deciding a case —*Otis Elevator Co.* v. *United States* (1962)—concerning a 1950 return held that a corporation maintained its WHTC status although it received components from countries outside the Western Hemisphere in an amount equal to 6.2% of the corporation's gross income. The Court was unable to apply the "incidental purchases" exception retroactively but nevertheless held that to deny this taxpayer WHTC status would "thwart the well-defined Congressional objective to encourage American corporations to engage in foreign trade." The Commissioner of Internal Revenue subsequently announced that he will no longer litigate the "entire business in the Western Hemisphere" requirement in pre-1954 cases in which the 5% limitation is not exceeded.

In *Topps of Canada, Ltd.* v. *Commissioner* (1962), the Tax Court upheld Treasury's Regulations concerning the interpretation of "incidental purchases" against the taxpayer's argument that the term meant "purchases incident to its business." In this case, the non-Western Hemispheric purchases amounted to 34% of the corporation's gross receipts. However, purchases amounting to more than 5% of gross receipts need not disqualify a WHTC for such status under these regulations, especially if such purchases are unusual and nonrecurring in nature.

Gross income

Gross income under the qualifying requirements mentioned earlier refers to a corporation's sales minus the cost of goods sold—not gross sales. The 3-year period applies only to corporations which have been in existence for three years. A new corporation may meet the 95% and 90% requirements for a period of less than three years if this shorter period includes its total period of existence. This permits a corporation to derive tax benefits from the date of its incorporation.

To qualify as a WHTC, a corporation must derive at least 95% of its gross income from "sources outside the United States." Exactly what constitutes "income from without" or "income from within" the United States is not defined in Section 921, but such determinations can be made under Sections 861-864.

Read about it in periodicals

U.S. firms interested in exporting as Western Hemisphere Trade Corporations will find additional information in the following articles:

Advantages of Operating as a Western Hemisphere Trade Corporation, by Paul Seghers. *Practical Problems in Taxation of Foreign Operations,* Journal of Taxation, Inc., New York, 1965.

Western Hemisphere Trade Corporations, *Georgetown Law Journal,* Spring, 1965 (vol. 53), pp. 802-812.

Western Hemisphere Trade Corporation Allure Increased by 1964 Tax Reductions, by Paul Seghers. *Journal of Commerce,* March 31, 1964.

1962 Act Requires New Look at Role of WHTC in Export Field, by Julian O. Phelps. *Journal of Taxation,* July 1963, pp. 54-56.

The Western Hemisphere Trade Corporation: A Functional Perspective, by Leo J. Raskind. *Vanderbilt Law Review,* December 1962 (vol. 16), pp. 1-31.

Income Tax—Western Hemisphere Trade Corporations, *Rutgers Law Review,* 1961 (vol. 16), pp. 191-196.

Western Hemisphere Trade Corporation, *Vanderbilt Law Review,* October 1961 (vol. 14), pp. 1446-1468.

Qualification for Tax Benefits of Western Hemisphere and Foreign Corporations (in two parts), by Andrew W. Brainerd. *Export Trade and Shipper,* May 26 and June 2, 1958.

For practical purposes, domestic manufacturers and processors are prevented from qualifying as WHTCs: "Income from the sale of personal property produced (in whole or part) by the taxpayer within and sold without the United States . . . shall be treated as derived partly from sources within and partly from sources without the United States." The Regulations include within the category of "production activity" creating, fabricating, extracting, curing, and aging. The determination of what portion constitutes income from within the United States is computed under the apportionment formula of the Regulations.

Income derived from the purchase of personal property within the United States and its sale without the United States is considered to be derived entirely from sources within the country in which it was sold. Therefore, to satisfy the 95% requirement, a corporation producing in the United States and selling outside will often find it necessary to form a separate selling subsidiary as a WHTC.

All transactions between the parent and the selling subsidiary must be on an "arm's length" basis. Otherwise, the Commissioner may reallocate income and deductions between the two related corporations "to prevent evasion of taxes or clearly to reflect the income of either of the separate companies."

Consideration will be given to all the facts and circumstances involved in each case to determine whether a particular transaction is at "arm's length." As long as the profits are somewhat commensurate with the value of services performed by the two related firms, the statutory requirements should be satisfied.

Place of sale

Court decisions have consistently held that the determination of sources of income is to be made in accordance with the "passage of title" test. Therefore, as long as title and beneficial ownership are arranged to pass outside the United States, negotiation and execution of the contract as well as the collection of the purchase price may take place within the United States.

The Internal Revenue Service, however, has expounded unsuccessfully in recent cases a "substance-of-the-sale" test which considers all the factors of the transaction. The Regulations explicitly state that the "substance-of-the-sale" test will be applied only to cases in which the sales transaction is arranged primarily for tax avoidance purposes.

In *Commissioner* v. *Pfaudler Inter-American Corp.* (1964), it was decided that the Commissioner's reliance on the "substance of the sale" provision of the Regulations was misplaced inasmuch as it was not tax avoidance when "retention of the title carried with it the risk of loss or damage to the goods prior to ultimate delivery as well as the benefits linked to reservation of control over the goods while in transit."

Subsequent to the Pfaudler case and another case, *Commissioner* v. *Hammond Organ Western Export Corp.* (1964), involving essentially the same question, the Commissioner announced that in future WHTC cases of a similar nature the place of sale would be "determined by the place where title to the property and other incidents of ownership passed to the buyer."

Treasury's acceptance of these two 1964 decisions insure WHTC status for otherwise qualified corporations which carefully arrange their sales procedure to pass title and the risk of loss outside the United States.

Active conduct of a business

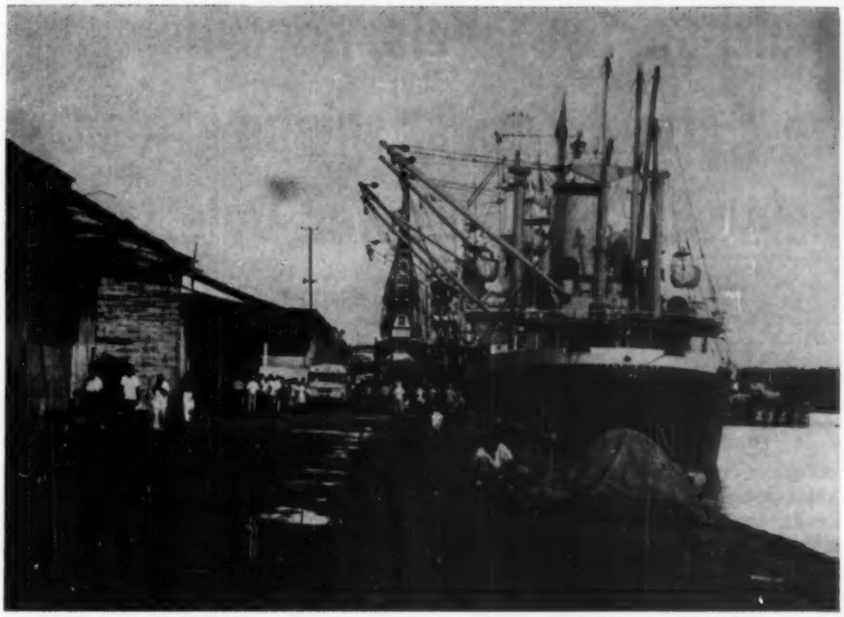
Ninety percent or more of a WHTC's gross income must be derived from the "active conduct of a trade or business." This requirement prevents the WHTC from receiving more than 10% of its income from passive sources such as securities. The Regulations specifically state that "dividends received by a corporation do not represent income derived from the active conduct of a trade or business." Rents and royalties ordinarily would not qualify.

Section 921 does not explicitly require a permanent foreign establishment as a prerequisite for WHTC status. However, the Commissioner argued in two 1960 cases that such significant foreign penetration is implied in the term "trade or business" for qualification as a WHTC. Both court decisions maintained that export businesses without a permanent foreign establishment may be eligible for the tax benefits accorded WHTC. Foremost consideration in these two decisions was given to the Congressional reenactment of the WHTC provisions in the 1954 Code with the knowledge that export companies were adapting their businesses to so qualify.

The Commissioner presented essentially the same argument in the Hammond Organ and Pfaudler cases, and again the courts found in favor of the taxpayer. In the Pfaudler case, the Court of Appeals For The Second Circuit emphatically stated that "the statutory provision clearly defines a WHTC . . . to include a corporation which has its place of business in the United States." The Commissioner has subsequently announced that the Internal Revenue Service will follow these decisions and will no longer argue that a WHTC must conduct its business outside the United States.

Tax avoidance

The specific question of whether or not the deliberate formation of a subsidiary to qualify as a WHTC constituted tax avoidance was raised in recent cases. Both the Tax Court and the Court of Claims answered that it was not tax avoidance to so organize a corporation's business and sales procedure to qualify as a WHTC in order to gain tax benefits. It was felt that to hold otherwise would negate the Congressional objective of placing U.S. companies in a more advantageous competitive position.



MERCHANDISE SHIPMENTS account for a large part of Western Hemisphere Trade Corporation activity in U.S. trade with Latin America. Above, cargo being unloaded at Barranquilla, Colombia.

Official data for the July 1961-June 1962 accounting period are available. Although data for the 1962 and 1963 periods have not been published, prepublication tables and worksheet material provide sufficient information for a reliable analysis.

The number of WHTC returns fluctuated between 608 (1961) and 682 (1960) during the four year accounting period 1960-1963. Manufacturing WHTCs—the great majority of which are U.S. subsidiaries established in the Western Hemisphere outside the United States—accounted for 65 of the 682 WHTCs in 1960; in 1963, there were 147 out of a total of 666.

Total wholesale and retail WHTCs (the majority of which are U.S. exporting firms) decreased in this period from 464 in 1960 to 336 in 1963. It is believed, however, that the number of WHTCs in existence has been greater than the available statistics indicate because consolidated returns filed by affiliated corporations were counted only as one return even though several of the affiliated firms were WHTCs.

Increased deductions seen

Deductions claimed by the WHTCs with net income (666 in 1960, 598 in 1961, 571 in 1962 and 578 in 1963) have progressively increased from $213 million in 1960 to $249.6 million in 1963. The amount attributed to the manufacturing WHTCs has risen from $132.3 million in 1960 to $187.3 million in 1963. Deductions filed by the exporting WHTCs however, have decreased from $22.1 million in 1960 to $19.7 million in 1963. Although the available statistics indicate that manufacturing WHTCs have been the primary beneficiaries of the additional deduction during this four year period, one should not discount the probable increased use of WHTCs by exporters in view of the favorable 1964 decisions and Treasury's acquiescence.

The use of a WHTC is not entirely free from complications and uncertainties. However, it would appear that this form of doing business offers substantial tax savings to exporters with marketing operations in the Western Hemisphere. Tax counsel should be consulted to insure that business operations are carried on in such a manner as to meet the minimum formalities which the law requires.

the author

The preceding article was prepared by Michael A. Allara during a period of service with the Commerce Department. A graduate of Brown University, Allara is attending the Georgetown University Law Center.

Legal citations to cases and Treasury regulations and rulings referred to in the article may be obtained from the Foreign Business Practices Division, BIC-824, U.S. Department of Commerce, Washington, D.C. 20230.

Multi-lingual labels, advertising, new credit terms, shipping plan help win 'E' award for Dole Co.

Fruit processor palletizes shipments for safety, economy; prints recipe books, produces films in local languages

The Dole Company of Hawaii, processor of fruits and vegetables, has received the Presidential "E" for export excellence award for expanding export markets through tailoring its products to local needs. Dole has increased its marketing impact overseas through palletizing shipments, by providing credit terms to foreign buyers and through use of multilingual labels and advertising.

Dole Company is continually trying to develop new markets as well as increase sales in existing markets. They discovered through marketing research that canned pineapple is eaten mostly as dessert abroad, while in the United States pineapple is used largely as an ingredient in recipes. To take advantage of this untapped market, Dole has printed recipe books in several foreign languages to encourage the use of pineapple in cooking overseas.

Labels redesigned

Dole uses multi-lingual labels for the European market and labels in both French and English for the Canadian market. A special label containing additional information to conform to Japanese requirements was developed for exports to that country. Dole also has changed some product and label design to conform to local customs.

Dole had produced films for domestic consumption showing the growing, processing and packing of their pineapple. By substituting sound tracks in foreign languages, they have created a valuable audio-visual aid for use at International Trade Fair booths and for showing to groups of wholesalers and prospective customers abroad.

One prime selling feature has been the use of pallets in shipping. The pallets cut down handling costs and avoid damage and pilfering. A booklet has been prepared to promote palletizing, and the response indicates that buyers approve such a plan.

Dole's overseas sales policy is to work through local representatives on a commission basis. They have 56 agents in 50 countries. These representatives keep Dole in touch with the local trade on a regular basis and furnish firsthand information on marketing conditions. All representatives are supervised by regional sales managers who help obtain maximum distribution of Dole products and inform the representatives of company policies and goals. Regional sales managers also are active in setting up and supervising promotional programs at retail level.

Export department added

A special export department has been developed within Dole's marketing division in San Jose, Calif. Overseas managers have been appointed in principal export market regions as an initial step in enlarging the organization's export activities.

Dole, a division of Castle and Cooke, has sales offices in Brussels, Belgium; Toronto, Canada; and Manila, the Philippines; and manufacturing facilities in the Philippines. Dole's export sales have risen steadily over the past few years, until they now account for nearly 10% of total sales.

Dole has cooperated with the U.S. Department of Agriculture and the Grocery Manufacturers of America, and participated in international trade fairs to promote overseas distribution. They have also participated each year in the Canadian National Exhibition, with increasing success.

Dole Company has worked with the U.S. government, the National Canners Assn. and the Canners League of California toward lowering import duties on products exported.

Although consignment stocks are not carried in overseas markets, except Canada, brokers in various markets are allowed extended terms up to 90 days sight draft after arrival of steamer at destination when purchasing for their own accounts. These special terms enable representatives to provide better service to buyers. Formerly, all orders had to be paid for before shipment of merchandise. With improved economic conditions in many countries, sight draft terms payable on presentation or arrival of steamer, in addition to regular letters-of-credit terms, are available.

Dole is branching out into a new enterprise that can represent a competitive advantage for the United States. A critical need has long existed for a local canning facility to meet the ever-increasing demands of Hawaiian soft drink bottlers. The shipping of cans from the mainland, the present process, is an uneconomic procedure. The Dole Company has agreed to add to their existing canning facilities a special line for local bottlers. This will place Hawaii in a position to serve the canned beverage market of the Pacific Basin in the future.

Will aid balance-of-payments

Dole has recently concluded an arrangement to furnish managerial and technological assistance to help establish a cannery in Japan. Financed by Japanese interests, the cannery will process various fruits including mandarin oranges and possibly some locally grown vegetables not available in the United States. The royalties will represent a return of U.S. dollars and thereby improve the balance of payments.

Dole has also undertaken extensive research in the utilization of the by-products of pineapple processing. They are actively developing some of these by-products as enzymes for use by the pharmaceutical industry.

The "E" award was presented in Honolulu to Dole president William F. Quinn by Secretary of Agriculture Orville L. Freeman.

Oxygen unit goes worldwide

In line with its policy to increase its worldwide membership, the Independent Oxygen Manufacturers' Association has voted to change its name to the International Oxygen Manufacturers' Association.

The action was taken at the group's recent annual meeting in Acapulco, Mexico, where about 50 member companies from the U.S., Mexico, Italy and France were represented. Sol Kimerling of Alabama Oxygen Co., Birmingham, Ala., was elected president, and Augusto Eichelmann of Gases Industriales, San Louis Potosi, Mexico, chairman of the board.

Next year's meeting is scheduled to be held in Las Vegas, Nev.

Milan Trade Center show teams with trade fair in city

Record attendance results from timing with Italian BIAS exhibit

Cooperation was the keynote as the latest trade show of advanced electronic components at the U.S. Trade Center in Milan was opened Nov. 19, in conjunction with the start of the Biennial Instrumentation and Automation Show (BIAS), also held in Milan.

President Merzagora of the Italian Senate, Luigi Morandi, president of the Italian scientific and technical society, and other Italian officials joined U.S. Consul General Crain in touring the BIAS and Trade Center shows.

The cooperative effort, including joint promotional publicity and careful scheduling of events at both shows, resulted in heavy attendance at the Trade Center. Total attendance at the show for its seven-day run amounted to 6,110, with 3,939 registered as being in the electronics trades.

Both attendance figures represented all-time highs for the Milan Trade Center, which celebrates its third anniversary next month.

Projected sales as a result of the show during the next year total over $4 million, with $169,300 reported in firm off-the-floor orders during the show.

Trade experts believed that the show was "excellently timed" to catch the take-off of the Italian electronics industry, which promises to be one of the fastest growing in Europe.

Globe Industries drew first blood with $10,000 in miniature motor sales the first day, a sale of another 400 units in the offing, and 44 serious business inquiries after the first day.

Of the 68 participants in the show, eight were new to the Italian market, and six of these were seeking agents or distributors. Quindar Electronic, Inc., and Ramsey Engineering Co. both signed agents and had "excellent" customer response.

Amphenol booked a $90,000 order on the closing day of the show, and Automation Technology estimated that they had made 1,200 new contacts with potential customers for computer software services new to Italy.

OVERALL VIEW of business activities (above) shows negotiations taking place at several booths. Below, Gen. Schintu, chief of telecommunications, Italian Army, receives a briefing from A. M Lerner (right), president, Quindar Electronics, Inc., whose products include controls for the communications industry.

HIGHLY SPECIALIZED COMPUTER SOFTWARE is explained by T. O. Schooley (extreme right), of Automation Technology. His comment after opening day: "I met the one man most interesting to our firm."

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AUTOMATION TECHNOLOGY INC.

EXHIBITION BRIEFS *WORLDWIDE*

Briefs are condensed from the reports of U.S. commercial officers on-the-spot. They are meant to stimulate investigation of likely markets and to show the scope of opportunities for U.S. product demonstrations and sales. The more detailed full reports are available. Only exhibitions showing international goods are listed.

Write: Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

INTERNATIONAL EXHIBITION OF EQUIPMENT FOR MECHANIZATION OF DESIGNING, TECHNICAL, AND OFFICE WORK, MOSCOW, Sept. 1-15. 1,000 exhibitors from 18 countries in Moscow's biggest industrial exhibition of the year. MANY AMERICAN COMPANIES represented by foreign affiliates, and two U.S. firms with direct exhibits. Attendance over 1 million. No sales figures available, but several U.S. firms negotiating for installations of accounting machines and computers in the USSR. No date set for next exhibition.

LEVANT FAIR, BARI, ITALY, Sept. 7-20. 8,200 exhibitors, with over 2,500 from foreign countries. 36 countries participated officially, but numerous other nations were represented. 62 AMERICAN EXHIBITORS in engineering, construction, and agricultural equipment and household furnishings. Attendance estimated at 2.5 million. Total sales at the fair $80 million, up from $65 million in 1965. Next fair, 1967.

READY-MADE CLOTHING SHOW, TURIN, ITALY, Sept. 8-11. 383 exhibitors from Italy and seven foreign countries. NO AMERICAN EXHIBITORS this year. Attendance 30,000, by invitation only to the trade, including 14,850 buyers from 58 countries. No sales figures, but buyers and exhibitors well satisfied with sales results and contacts. Excellent sales possibilities reported by trade sources for U.S. sports and casual wear and children's clothing. Next show, Feb. 17-20, 1967.

MARSEILLE INTERNATIONAL FAIR, MARSEILLE, FRANCE, Sept. 22-Oct. 3. Over 4,000 exhibitors, including 700 from 32 foreign countries. 65 AMERICAN FIRMS, represented by French agents or subsidiaries. Attendance over 1 million. Next fair, Sept. 21-Oct. 2, 1967.

International Refrigeration Fair to be held in London

The International Refrigeration Fair, to be held April 3-7 in London, presents an ideal opportunity to show the technical advances and other developments in the field of refrigeration. The British Refrigeration Association, the organizer, is confident that there will be even more international interest and support in 1967 than there was for the 1964 fair which featured contributions from Canada, Denmark, East Germany, Finland, Holland, Italy, Norway, Sweden, the United Kingdom, the United States and 43 other countries.

Invitations will be sent to food processors, manufacturers, wholesalers, distributors, retailers, representatives of shipping lines, warehousemen, chemical and petroleum industry representatives, transport operators, engineers, catering officials, those concerned with hospital equipment, railways, airlines, abattoirs, heating and ventilation engineers, architects, builders and all other users of refrigeration equipment in its many and varied forms.

The fair will include products from all sections of the refrigeration industry.

Application forms as well as detailed floor plans are now available showing the layout of the exhibition area and disposition of the stand space. **Write:** Contemporary Exhibition Ltd., 14 New Burlington St., London.

London hosts hospital and medical services exhibition

The biennial International Hospital Equipment and Medical Services Exhibition in London, sponsored by The Institute of Hospital Administrators and *The Hospital* will be held June 5-9, 1967. This show presents an excellent opportunity for manufacturers to display their products and explain their services to hospital administrators responsible for the actual buying and to thousands of qualified people whose opinion has a decisive influence on the placing of orders.

The scope of the exhibition is complete. Every conceivable item of equipment and every possible service available to the modern hospital may be represented. A few of the many possible types of equipment that might be shown are the following: accident equipment, air-conditioning equipment, bactericidal units, catering equipment and services, incubators and orthodontic equipment.

Detailed floor plans are available showing the layout of the exhibition area and disposition of the stand space. Application forms are also available and the organizers will make every effort to meet the particular requirements of individual exhibitors.

Write: Contemporary Exhibitions Ltd., 14 New Burlington St. London W1.

First show for Hamburg Trade Center evokes interest

The first show in the new Hamburg Trade Center, on Spanish wines and canned foods, opened Oct. 11 and closed Oct. 20, and was considered a success by its organizers. The center's display area consisted of only 360 square meters on the twentieth floor of a downtown office building.

To promote the economic interest of Hamburg, only buyers, agents, importers, c.i.f. agents and other trade experts from Germany and adjoining countries concerned with the respective subjects and products are invited to each sample show.

Future shows are already scheduled for Brazil (women's fashions), Argentina (food) and Peru (handicrafts). Plans are still being formulated for displays from the USSR, Poland, Czechoslovakia, India, Pakistan and Mexico.

Write: Rolf-Dieter Uhlig, General Manager, Hamburg Trade Center, Iduna-Hochhaus am Millerntor, 2000 Hamburg 4, Germany.

London is site of storage and warehousing exhibition

Jointly sponsored by The National Association of Warehouse Keepers and *Factory Equipment News* in association with *Factory Management*, the International Storage & Warehousing Development Exhibition will be held July 10-14, in London. This will be a much larger and more comprehensive exhibit than the storage exhibition held in London in November 1965.

The displays will include not only storage but also assembling goods, movement into store, identification and packing, stock control, bulk breaking, preparing consignments for delivery, and such considerations as the location, planning and construction of warehouse premises.

Manufacturers everywhere will be given the opportunity to participate and visitors will be invited from all areas of trade, commerce and industry. Applications and floor plans are now available from the organizer.

Write: Contemporary Exhibitions Ltd., 14 New Burlington St., London.

Stockholm show sells welding, cutting tools

Five agency agreements signed; 22 additional now under negotiation

Welding and cutting equipment crackled in the U.S. Trade Center in Stockholm during the six-day period Nov. 14-19, as the Center presented its latest trade show.

Fourteen U.S. manufacturers of equipment in the field exhibited their wares in a show which clearly indicated the demand for "Made in USA" products in the competitive Scandinavian market area.

Firm orders placed for equipment during the show totaled $2,500, but exhibitors expect sales of over $250,000 during the next year as a result of the exhibition. The show attracted 655 visitors from throughout the four Scandinavian countries.

Six of the participants were new to the Scandinavian market, four of them without any representation, and two with tentative arrangements. By the end of the show, five new agent or distributor agreements had been signed, with 22 additional representational agreements under discussion.

Sweden's foreign purchases of welding and cutting equipment in 1964 (the latest year for which complete statistics are available) were valued at about $4.5 million, of which the United States supplied $720,000 worth. In 1959, Swedish imports of welding and cutting equipment amounted to only $2.5 million, with the U.S. share at $309,000.

Sweden and West Germany have been the prime suppliers of welding and cutting equipment for the Scandinavian countries. However, the overall reaction of show visitors was favorable to the U.S. equipment on display, and indications are that the American share of the market will increase further.

Sweden offers the largest market for U.S. equipment in the welding and cutting field, but the other three Scandinavian countries—Norway, Denmark, and Finland—offer valuable sales opportunities. The U.S. share of the market in each of these nations is smaller than in Sweden, but indications are that the Stockholm Trade Center show may help to increase this share.

Exhibitors at the show were pleased with the quality of the visitors, and recommended that a similar but larger show be held in two years.

HOBART BROS CO

SWEDISH REPRESENTATIVE for Hobart Brothers shows the company's automatic wire feeder welding unit to a potential customer (above). The Ampco Metal booth (below) was the scene of technical discussion.

AMPCO METAL INC

FRESH FROM SALES SUCCESSES in recent U.S. exhibitions at Caracas and Mexico City, Fenway Machine Co. showed its "Nibbler" metalworking tool (below) to numerous interested Scandinavian trade visitors.

FENWAY MACHINE
CO INC

CURRENT BUSINESS DEVELOPMENTS IN BRIEF: Additional measures to reduce **New Zealand's** internal demand appear inevitable according to the latest quarterly forecast by the New Zealand Institute of Economic Research which appears in the "New Zealand Reserve Bank Review" of October. The Institute points to the balance of payments deficit as evidence of the extent to which New Zealand is living beyond its income. This deficit has left external reserves at a dangerously low level despite various loans raised overseas . . . Industrial production in **Switzerland** for the first half of 1966 was 4.5% above the comparable period of 1965. Leaders were watches (up 17.2%), utilities (up 17.1%), and chemicals (up 10.1%). Declines were registered in textiles (down 3.9%) and metallurgy (down 3.2%) . . . January-September Swiss imports from U.S. were up 18.8% above January-September 1965 and totaled $274 million. Total Swiss imports were up 6.8% to $2,919 million . . . Cummins Engine Co., of Columbus, Ind., is planning to undertake joint technical research in **Germany** with Fried. Krupp Motoren-und Kraftwagenfabriken of Essen, a company serving as Cummins' licensee for diesel engines. Cummins will take over the department for engine research at Krupp on Jan. 1, at which time Krupp will discontinue its own research in this field. Research will include work on new motors designed to meet specific requirements of the European market, in addition to basic study on diesel engine technology. The joint venture is part of a general expansion in Cummins' research program in Columbus . . . ABC Films, Inc. of New York, New York, has entered into a joint agreement with Telepool Europaeisches Fernsehprogrammkontor GmbH., of Munich, a television film company which is a joint subsidiary of German, Austrian, and Swiss radio and television corporations. ABC Films, Inc., will take over Telepool productions for the U.S., South American, Japanese, and Australian markets.

Germany still major U.S. market despite slowup

U.S. commercial officer outlines sales prospects for industrial products

By PAUL H. BRENT
Commercial Counselor
U.S. Embassy, Bonn

In view of the slowup in German economic expansion after several years of booming growth, German commercial imports from the U.S. are expected to show a lower growth rate in the second half of 1966 and throughout 1967.

These imports grew by 18% from 1963 and 1964, and by 11% from 1964 to 1965, then dropped again, to 5%, during the first nine months of 1966. Declining industrial investment and a slower pace of personal consumption may cause an even further drop during the fourth quarter.

U.S. exporters to Germany must also face stronger competition from Germany's EEC partners as tariff preferences widen. This trend has been apparent for several years, most recently in 1965 when the 11% growth rate in commercial imports from the U.S. compared with a 31% growth in shipments from the EEC.

Many German and EEC manufacturers are also able to offer shorter delivery terms.

Thus, the U.S. share in German imports (including defense items), which dropped from 14% in 1965 to 13% in 1965, may well decline further, although the total of U.S. commercial sales to Germany continues to grow at a steady rate.

Furthermore, the expanding operations of U.S. manufacturing subsidiaries in Germany and other EEC countries, particularly in the chemical, machinery and electrical equipment fields, may be expected to cut into the growth of direct deliveries from the United States.

France tops U.S.

In the first half of 1966, the U.S. was surpassed by France as a source of commercial imports. Whereas German imports from the U.S. amounted to approximately $970 million, deliveries by France came to approximately $1,105 million. If defense items are considered, the U.S. still ranked first with $1,129 million, against total imports of $1,120 million from France.

The U.S. continued to rank third among Germany's export customers, as it had in 1965.

This article will deal in depth only with the prospects for U.S. exports of industrial products to Germany.

There is a very substantial present import trade in agricultural products from the U.S., but these are beset by a variety of problems related to the Common Market agricultural policies.

It is significant, however, that among agricultural products, Germany's imports of grains from the U.S. are expected to be higher in 1966 than in the previous year in view of the poor 1965 harvest. In the first half of 1966 German imports of grain rose to $74.6 million from $44.5 million in the same period of 1965.

On the other hand, German imports of cotton from the U.S., which had already dropped 49% from 1964 to 1965 and recorded a further 52% decrease in the first half of 1966 to $9.3 million, are expected to remain low for the remainder of the year.

Such countries as Mexico, Brazil, Turkey and Egypt have become more competitive on the Germany market, it is said, as a result of the alleged deterioration in the quality of U.S. cotton and the pegged U.S. prices.

Machinery represents the most important item among German imports from the U.S., reaching an all-time high of $233 million in 1965. The outlook for a further increase in 1966 and 1967 is favorable, although it is unlikely that the growth rates of the past two years will be repeated. Growth in the first half of 1966 fell off to 2%, after a 24% increase from 1964 to 1965.

The extent of new orders placed with German machinery manufacturers in the first half of 1966 indicates continued strength, although in some sectors a trend towards leveling off is evident. Prices of domestic machinery of the more sophisticated types have increased materially and offer an excellent opportunity for sales of competitive U.S. equipment.

This is particularly true in the high-volume production types of machinery. In the first half of 1966, U.S. deliveries of machine tools and rolling mill equipment amounted to $14.4 million, an 8.7% increase over 1965.

Demand for automated equipment, especially metal-cutting machine tools, is growing. There is also potential for increased sales of U.S.-produced labor-saving construction machinery, such as earth-moving equipment.

It is also considered likely that U.S. packaging machines and materials (plastic foil) will find a growing market in Germany. Plastics are increasingly taking the place of paper in packaging, and present demand for such equipment and materials is only partially met by domestic and EEC production.

Machine tools

Rationalization, mechanization, and automation are continuing in many German industries, especially in the automotive, shipbuilding, machinery and electrical industries. Wages have been increasing faster than productivity. Consequently, these industries—particularly the automotive industry—offer considerable opportunities for U.S. machine tools. Total investment of the automotive industry was $580 million in 1965, and it is estimated that the four large automobile companies will continue to invest at an annual rate of about $100 million each for the next five years.

The yearly market potential for U.S. machine tools in the German automotive industry has been estimated by the industry and dealers at around $23 million.

The German shipbuilding industry also needs extensive rationalization, which will require large capital investments in modern equipment. The German commercial fleet—especially of tankers—is too small for the world's second largest trading nation. A large integrated shipyard is planned for Hamburg, which would involve equipment from steel making through all stages of metal working.

In the electrical industry also, the labor market has presented the biggest problem, and further rationalization is still necessary. In 1965, rationalization was the reason for 65% of all investments. In 1966, investment in machinery by this industry is expected to be about $400 million, of which the market potential for U.S. machine tools is estimated at around $4 million.

Mechanical handling equipment

Although Germany has been a comparatively small market for U.S. mechanical handling equipment, there is nevertheless potential for higher U.S. deliveries. Imports amounted to $3.4 million in the first half of 1966 as against $1.6 million in the same period of 1965. U.S. goods gained 12% of the German import market for these goods in 1965. In view of the shortage of labor, the increasing costs of materials and equipment, the German entrepreneur must increasingly avail himself of mechanical handling equipment.

Potential for increased sales of U.S. mechanical handling equipment is considered best for the following:

a) Modern equipment for the coal industry, which would be a means of extending the economic life of an industry under severe pressure from other energy sources;
b) Automated systems for the chemical industry, in view of the continuing expansion of this industry in Germany;
c) Equipment for the food industry, where the U.S. is far ahead of domestic producers;
d) Equipment for dealing with freight and baggage at air ports;
e) Modern conveyor belt systems. The need for new equipment is growing as chemical and physical properties of belt materials are given increasing attention because of higher speeds and volume movements; and
f) Earth movers and front end loaders. The need for such equipment is increasing in line with further rationalization of building and civil engineering.

Germany is experiencing many of the technical and economic problems that the U.S. has had in the past. U.S concepts in mechanical handling are finding acceptance.

The basic need in Germany now is to reduce or maintain the price structure and to reduce area and personnel requirements for handling manufacturing and warehousing. This means that U.S.-type equipment will find wider acceptance.

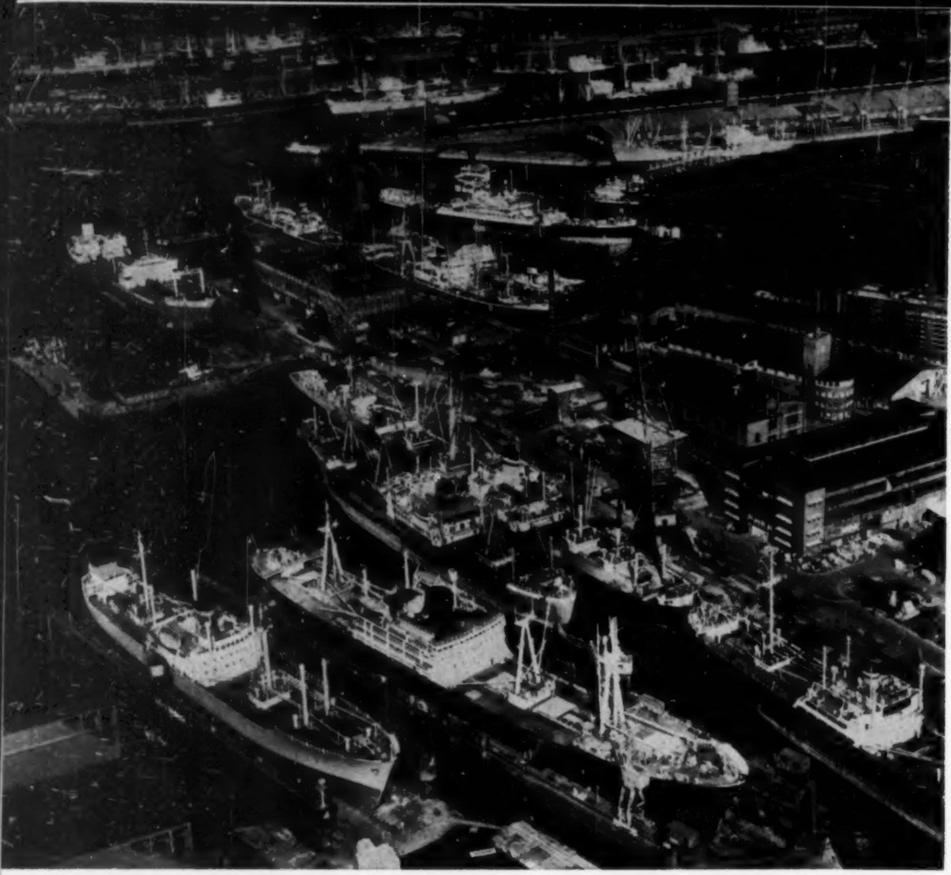
PRIME GERMAN MARKET for U.S. machine tools is the automotive industry, which invested a total of $580 million in 1965 and is expected to continue its heavy spending. Above, a police helicopter prepares to help direct rush-hour traffic on the approaches to the new North Elbe Bridge at Hamburg.

To exploit this market, the Commerce Department will mount a collective exhibition of materials handling equipment at the Hannover Fair, from April 29-May 7.

Packaging machinery

The following three types of U.S. machinery have the best potential market in Germany:

a) Wrapping and heat sealing machinery (for flexible packages);



MANY U.S. GOODS ENTER GERMANY through the Port of Hamburg, which handles 80,000 ships a year.

b) Box wrapping machines; and
c) Box filling machines (for small packages).

About 70% of U.S. packaging machinery sold in Germany is produced by European subsidiaries.

Plastics industry equipment

The unprecedented rise in German production and consumption of plastics is expected to continue. Already in 1963 Germany led the world in the consumption of plastics, with 20 kilograms per capita as against 18 kilograms in the United States. The opening of new fields of application is expected to result in a further increase at least until 1968.

The German market is reportedly over-supplied with equipment for producing small containers. However, there is increasing demand for injection molders, extruders (especially for coating paper and metals), and hollow bodies for molding thermoplastic materials.

In view of this expanding German market, U.S. equipment stands an excellent chance, provided that U.S. suppliers adjust to the requirements of the market. They must take into account the high degree of efficiency of German manufacturers, the strong European competition operating in Germany, the requirements of size and standards, and the metric system.

It is said that U.S. manufacturers have often been unwilling to make the intensive effort necessary for breaking into the German market. Also, that they are traditionally unwilling to adapt to local standards and conditions, which includes the emphasis on economy.

For example, the control and driving system of a large German injection-molding installation represents only 12% of the total cost, whereas in a comparable U.S. installation, the system is said to represent 21% of total costs.

Electrical machinery and equipment

Of all commodity groups covered by this heading, high and low voltage switchgear is the most important to U.S. suppliers. U.S. deliveries of electrical equipment amounted to $3.2 million in 1965, ranking third behind the Netherlands and France. The demand for U.S.-made switchgear continues.

U.S. deliveries of motors and generators increased to $2.7 million in 1965 from $2.2 million in 1964, and it is expected that German imports will remain at about this level in 1966. U.S. suppliers are reportedly successful in competing with domestic manufacturers, particularly in deliveries of motors and generators to the petroleum and lignite industries.

Another sector of electrical equipment where there is potential for increased sales of U.S. products is electrical space heaters, although the U.S. share in German imports declined from 13.7% ($2.7 million) in 1962 to 9.9% ($3.3 million) in 1964. Demand for regenerative electrical space heaters, which take advantage of lower night rates for electricity, is increasing rapidly in Germany. U.S. equipment—if offered at competitive prices—would find a ready market.

Electronic equipment

Demand for pertinent U.S. equipment is expected to increase because of U.S. technology advances in specific areas of telecommunications, nuclear and space electronics, semi-conductors, and laser systems. In preparing for the introduction of color television in Germany at the end of next year, a specific demand for imported special electronic auxiliary equipment, including plumbicon cameras, will exist as long as requirements cannot be met from domestic production.

Market opportunities for imports from the U.S. also continue to be good for sound recording and reproducing equipment (including blanks), audio frequency amplifiers, microphones and loudspeakers, special electronic tubes and semi-conductors, modulation and demodulation equipment, electrical measuring, testing and control devices, and electronic components.

German imports of electronic equipment from the U.S. have developed as follows:

	($ Million)		% Change
	1964	*1965*	
Consumer type electronic equipment	5.7	9.2	+63
Commercial, industrial & military equipment	45.1	62.2	+38
Components	13.7	19.4	+42

U.S. manufacturing subsidiaries are an important factor in the field of consumer electronic products in Germany. The share of German TV set production by U.S. manufacturing subsidiaries (Kuba-Imperial, Standard Elektrik Lorenz, and Lowe Opta) is estimated at 20%. There is practically no market for U.S.-produced radio or TV sets in Germany. Imports of radio sets were only about $130,000 in 1965, and imports of TV sets from the U.S. dropped to practically nil that year from $300,000 in 1964.

Chemicals

In 1965, the U.S. share of German chemical imports declined by 1.3% to 23.3%, even though it increased in absolute value. When compared with the tremendous increase in imports from the other EEC countries, it appears that tariff barriers and increasing production of U.S. subsidiaries in the EEC are whittling away the U.S. share of Germany's chemical imports.

With about 140 U.S. chemical firms selling in Germany, it is obvious that U.S. firms are well aware of the existing sales opportunities and are exploiting them. Although German chemical imports are expected to continue to expand, commensurate growth in chemical imports from the U.S. is not expected.

Textiles, clothing

The German market for textiles and clothing is extremely competitive. Therefore, it is difficult for U.S. producers to gain a foothold, faced by substantially higher tariffs and freight charges than importers from EEC countries. In addition, German retailers expect to obtain deliveries on orders and reorders at very short notice.

The most significant imports from the U.S. in the textile sector are man-made filament yarn ($14 million in 1965), cotton apparel ($3 million), and fabrics of man-made filament yarn ($3.4 million). Deliveries of these products are expected to continue to improve.

Trade circles have repeatedly stated that U.S. terry fabrics are especially competitive, and that opportunities exist for men's leisure wear, women's and teenagers' casual wear, children's wear, wash and wear apparel, and for carpeting made of man-made fiber or blends.

Other technical equipment with potential for increased sales of U.S. products are:

a) Steam turbines, especially for auxiliary or emergency power stations;

b) Electrical welding and cutting equipment. German industry showed considerable interest in the U.S. equipment demonstrated at the 1965 Welding Exhibition in Essen. U.S. suppliers can regain the share of the market previously held. Imports of welding and cutting equipment, both electrical and gas, from the U.S. increased to $2.5 million in the first half of 1966 (from $1.7 million in same period of 1965).

Business machines

The booming market for business machines in Germany will probably continue in 1967. The industry expects annual growth rates for the next few years of about 10 to 12% for conventional office machines and about 20% for computers. In view of the heavy involvement of U.S. firms in the German business machine market through manufacturing or sales subsidiaries, imports of entire units or parts for assembly from the U.S. will probably increase in 1967.

In 1965, imports from the U.S. in this sector were computers, data processing equipment and parts thereof—$16 million; typewriters (mostly electric)—$2.5 million; accounting machines and cash registers—$2.3 million; calculators (mostly electronic)—$1.2 million.

As in the rest of the world, IBM dominates the German computer market. It accounted for 72.5% of the 1965 German production value of computers. Imports of components and whole aggregates by IBM from the U.S., but also from other countries, were substantial. Altogether, U.S. subsidiaries—including Univac and Bull—General Electric—accounted for about 85% of the German market.

Photo equipment and supplies

The outlook for a continuing growth of imports of photographic laboratory equipment from the U.S. and motion picture cameras and projectors is favorable. In particular, the low-priced Super 8 cameras are finding a receptive market, as are the recently introduced low-priced models of Polaroid cameras.

Planned U.S. exhibits

The U.S. Trade Center in Frankfurt has scheduled or is considering exhibits of:

Electronic data processing equipment, systems and services—February 8-15;

Specialized medical research and hospital laboratory equipment and supplies—March 13-18;

Processed foods—April 12-21;

Miniature electronic circuits and associated components—May 9-13;

Telemetric and remote control equipment—June 21-29, or nondestructive test equipment—June;

Industrial and scientific optical/ophthalmic equipment—September.

Technical photography USA, or industrial textiles—October.

Test equipment for the production of electrical and electronics products, or water waste treatment equipment—November;

Vacuum, cryogenics technology equipment, or automatic handling, positioning and other ancillary machine tool equipment—December.

For further information on participating in any of these exhibits, write: Bureau of International Commerce, Code 938, U.S. Dept. of Commerce, Washington, D.C. 20230.

There is reported to be a large undeveloped market for photographic equipment in industrial applications in Germany, as the uses of photography which are common in the U.S. have been only barely introduced in this country.

Pneumatic and hydraulic tools

Pneumatic and hydraulic power tools for industrial application are of growing importance in Germany. While U.S. equipment, either imported or locally produced by U.S. subsidiaries or licensees, plays an important role in the existing market, there is potential for increased imports of such tools and elements.

In many categories of this equipment, U.S. products enjoy several years' lead over competitive domestic tools and elements. Advanced U.S. systems, such as overhead air rail distribution lines, are considered to have a good potential market in Germany.

In the pneumatic field, U.S. products—either manufactured in Europe or imported from the U.S.—account for about 50% of the market. Imports from the U.S. have a market share of about 10% of the annual market of $12-14 million.

The market position of U.S. products is also strong in the hydraulic field. However, in this instance too the greater part of the U.S. equipment sold in Germany is produced in Europe. Imports from the U.S. account for about 10 to 15% of the annual market of $50 million.

Specialized pumps and equipment

Germany offers a good market for U.S. specialized pumps. Although the U.S. share in imports of liquid pumps has declined from 24.4% of total imports in 1963 to 17.7% in 1965, the U.S. share of the total German pump business has not necessarily declined. Subsidiaries operating in the EEC countries have no doubt benefitted by the 50% increase of German machinery imports from these countries.

Nevertheless, there is potential for increased imports of liquid pumps from the U.S., particularly of highly specialized equipment. United States equipment, benefitting from mass production's low unit prices, is in a good competitive position.

The most important items among imports of liquid pumps from the U.S. in 1965 were rotating ($1.7 million) and automotive pumps ($1 million). The largest increases from 1961 to 1965 were in submersible pumps, piston pressure pumps, rotating gear pumps and automotive pumps.

There is demand for the following types of special pumps that could be met by U.S. suppliers, provided prices are competitive:

a) Pumps for swimming pool purification systems;

b) Pumps for drying-up building excavations;

c) Ships' pumps for small river boats as well as for sea-going vessels, such as screw pumps for lubricating and fuel and water pumps;

d) Pumps for chemical and petrochemical industries—such as acid-proof pumps of plastics, pumps for liquid gases (one U.S. company reportedly supplies 95% of the Aerosol market), pumps for heavy viscous materials;

e) Gasoline and oil pumps for loading and unloading tankers, storage tanks, tank cars, and similar uses;

f) Ducted impeller pumps to move grainy liquids (steel or plastic lined);

g) Hydraulic concrete pumps for the building and construction industry; and

h) Pumps for hydraulic and pneumatic systems.

Other potential sellers

Further categories of equipment for which there is market potential for U.S. products include:

Water treatment and purification equipment—the German Water Economy Law, effective since 1960, makes water pollution a criminal offense.

Dairy equipment—Bulk milk handling equipment, such as bulk cooling tanks; equipment to mass-produce cheese; equipment to mass-produce instant dry milk; and plants to mass-produce ice cream.

The list of products that warrant examination of sales potentials is endless, and the channels for sales development are manifold—trade and industry fairs, U.S. Trade Center shows, technical exhibitions, and direct approach to German firms which have indicated interest in handling U.S. products.

The $2 billion U.S. export trade with Germany can be expanded under the trade policies prevailing in the Federal Republic. The Commerce Department, through its field offices, can offer many aids to business which can open new doors to this active market.

POTTERY FOR EXPORT is made at the Dadabhoy Ceramics plant in Karachi. The Government is emphasizing light and heavy industry, particularly those producing mechanical, electrical, petrochemical and machine tools. Pakistan's new five-year plan calls for an annual GNP increase of 6.5%.

Lively market seen for U.S. goods as Pakistan eases import policy, increases foreign exchange level

Increased deliveries of essential equipment, raw materials from abroad forecast for 1967

By WILLIAM KRASON
Commercial Attache
U.S. Embassy, Karachi

The outlook for sales of U.S. goods and services to Pakistan has been brightened by a liberalized import policy, a renewed flow of foreign economic assistance and increased earnings of foreign exchange from exports.

This outlook is further supported by Pakistan's efforts to regain its pre-1965 momentum and forward thrust in economic development which will necessitate increased deliveries of essential equipment and raw materials from abroad.

The country is, moreover, making successful strides in overcoming the economic consequences of the September 1965 conflict with India.

Pakistan's third five-year plan (1965-70) provides for a doubling of investment outlays of its predecessor plan to $11 billion. The new plan calls for a GNP increase at an annual average rate of 6.5% as against 5.2% in the previous plan, approximately double the present population growth rate.

Although implementation of the initial plan was disrupted, the Government of

Pakistan still hopes to meet its output targets. These emphasize light and heavy industry, particularly such complexes as engineering, mechanical, electrical, petrochemical and machine tools.

To augment farm output, increased resources such as low lift pumps, tube wells, fertilizers and various types of machinery will be earmarked for agriculture.

Current economic growth helps make Pakistan, with its population of 115 million, a potentially favorable market for U.S. goods and services. This market was made more accessible to U.S. exporters by the reinstitution in July of a policy of import liberalization, which facilitates the import of essential goods and equipment and should thereby lead to an increase in Pakistan's industrial output.

Imports to increase

Imports, which from July 1965 through June 1966 amounted to about $1 billion, will exceed that level during the coming year, since Pakistan will require approximately $5 billion worth of commodities, equipment and machinery to meet its third plan development goals, in addition to some $2.7 billion to meet the continuing current needs of the economy during the plan period.

During recent years, U.S. manufacturers and exporters have maintained a preeminent position among Pakistan's suppliers and, in the 12 months ending June 30, accounted for 34% of total imports.

A major portion of our exports to Pakistan has been financed by U.S. aid (including PL-480 agricultural commodity loans) and Eximbank credits.

Looking ahead, Pakistan envisages a substantial rise in its foreign exchange earnings from exports, estimated at $4.2 billion over the third plan period. A large part of such earnings, of course, will be utilized to finance an increased volume of commercial imports.

Consequently, prospects for increased non-AID-financed imports from the United States are promising provided, however, U.S. manufacturers and exporters take a more active interest in this market and pursue their sales efforts with vigor, imagination and determination.

A U.S. manufacturer, who signed a $3 million contract for telecommunications equipment, attributed his success to three P's: presence, patience and perseverence.

Many large projects are either under construction or in the planning stage—all of them requiring considerable imported equipment and the services of foreign construction and engineering firms. ESSO is now building a 170,000 ton per annum urea fertilizer plant in West Pakistan which will cost more than $30 million.

To date, this is the largest single private foreign investment project in the country. Three 370,000 ton per annum urea fertilizer projects have recently been sanctioned by the Government of Pakistan with good prospects that U.S. private capital will participate on a joint venture basis.

Steel mill negotiations

Negotiations are currently underway with the Eximbank and AID for loans to finance the construction of a 500,000 ton steel mill in Karachi with production to be based on imported steel scrap and pig iron.

A Japanese-financed steel plant is nearing completion in East Pakistan. Work may begin next year on the Tarbela Dam, the cost of which is estimated at $750 million or about two-thirds of the cost of the Indus Valley project.

Pakistan actually consists of two markets separated by about 1000 miles of India. The East Wing, with a population of 63 million, is a lush tropical country with plenty of rainfall, while the West Wing, about seven times the size of East Pakistan, but with a smaller population of 52 million, is mostly semiarid.

Since import requirements differ in each wing, U.S. businessmen would be well advised not only to stop over in Lahore, the provincial capital of West Pakistan, and Karachi, the country's main commercial, industrial and banking center, but also to visit other large marketing centers such as Dacca and Chittagong in East Pakistan.

One instance of a side trip that paid off involved a U.S. manufacturer, who on a routine trip to the northern areas of West Pakistan, was able to win a sizeable contract for the supply of materials required in the construction of the new capital at Islamabad.

Both public and private buyers in Pakistan are extremely price conscious. Although many of them are impressed with the advanced quality features of U.S. manufactures and equipment, price and foreign exchange considerations and reluctance to innovate frequently result in preferences for less sophisticated goods. To obtain as much as it can for its money, Pakistan now allows imports of reconditioned machinery.

Recent improvements in the market have brought in their wake increased competition, particularly from the Japanese, Germans, French and British, all

AMA session on Pakistan

The American Management Assn. will hold a briefing session on doing business in and with Pakistan at New York's Hotel Pierre, Jan. 18-20.

Government and private officials of both the U.S. and Pakistan will present a detailed analysis of Pakistan's current economy, trade patterns and industrial development policies. Speakers will discuss special concessions to foreign investors such as the export bonus plan, the pay-as-you-earn scheme and various tax incentives such as the tax holiday on investments, and recent revisions of corporate and personal tax rates.

U.S. MACHINERY EXPORTS TO PAKISTAN should see a steady rise as the nation's economy regains momentum. Many large projects require considerable imported equipment.

members, together with the U.S., of the Aid Consortium to Pakistan.

While the British receive some benefit from traditional commercial ties, the successes of these four countries derive from an aggressive and determined approach to expanding business with Pakistan.

Their businessmen, buttressed by the support they receive through export expansion programs of their respective governments, are very active and are frequently to be seen on the spot seeking out and promoting sales.

Trade through investment also offers significant opportunities, since the investment climate is generally favorable with several inducements offered to foreign private investors.

Joint ventures, in particular, provide an immediate as well as long-range approach to augmenting U.S. sales. A number of U.S. firms, including dairy, petroleum, motor vehicle, tire, drug and pharmaceutical, have entered the market through the joint venture approach engaging in business that might not have been consummated by other means.

U.S. companies have been exploring investment prospects in Pakistan in such diverse fields as tractors, pumps, petrochemicals and plastic pipe. The third plan provides opportunity for investment in more than 150 different industries with the Government of Pakistan's Investment Promotion Bureau and the Investment Advisory Center of Pakistan prepared to assist foreign private investors.

Investment chances listed

Opportunities for private investment during the third plan period are enumerated in detail in the Government of Pakistan's industrial investment schedule.

The attention of interested U.S. private investors is drawn to a three-day business briefing on doing business in and with Pakistan to be sponsored by the American Management Assn., Jan. 18-20, in New York. With Government of Pakistan support, the Federation of Pakistan Chambers of Commerce & Industries is contemplating the sponsorship of an international investment conference to be held in November 1967 in Karachi and Dacca.

Local representation is a prime prerequisite both for penetrating the Pakistani market and expanding sales. U.S. manufacturers and exporters not represented in this market, who have competitively-priced products to offer and who are interested in increasing their sales and profits, should by all means explore the market to determine whether the appointment of an agent/distributor is warranted.

This can be done with the assistance of the U.S. Department of Commerce. (Approximately 1500 U.S. firms are currently represented in Pakistan.)

A good local agent is equipped with the comprehensive understanding of local trade practices and purchasing habits which is so essential in doing business in this market.

The Government of Pakistan and quasi-public agencies are major purchasers of equipment from abroad, which they order largely through authorized local agents of foreign manufacturers and suppliers.

Nobody will deny that alert representatives can help increase sales. In one such instance, an aggressive Karachi firm, which follows defense tenders, sought out a U.S. manufacturer, persuaded him to appoint it as the U.S. company's authorized agent and secured a $1.5 million contract for telecommunications equipment paid for out of Pakistans own foreign exchange holdings.

Seven Pa. counties form export group

Seven export-conscious Central Pennsylvania counties have decided to form a World Trade Council, under the auspices of the Altoona Chamber of Commerce. At a Nov. 18 meeting in Altoona, chamber of commerce representatives from each county endorsed the plan. Each chamber was asked to set up a World Trade Committee to determine local business needs and to develop local interest in international trade.

The seven counties are Bedford, Blair, Cambria, Centre, Clearfield, Huntingdon, and Somerset. The area includes more than 80 manufacturers who are already exporting, and accounted for total exports valued at more than $59 million during the years 1961 to 1964.

This is the second regional grouping formed in Pennsylvania for the purpose of increasing economic development through expansion of exports. The first included six counties in northeastern Pennsylvania. It includes Wilkes-Barre, Scranton, and other nearby communities.

The organization is known as the "Economic Development Council of Northeastern Pennsylvania" and it has its offices in Wilkes Barre. One meeting with the Council has already been held and the Council is moving ahead with its plans.

Suspension of export privileges continued against London firms

A temporary suspension of U.S. export privileges against Woodham Trading Ltd. and Glovet Traders Ltd., both of London, is being continued until the completion of administrative compliance proceedings, to prevent future export regulation violations.

The action of the Commerce Department's Bureau of International Commerce is based on allegations that the Woodham firm reexported quantities of U.S. automotive parts and equipment to Cuba in violation of the export regulations, and that the Glovet firm made false and misleading statements to the U.S. Government as to the ultimate destination of used aircraft tires which it ordered from a U.S. supplier.

Commodity Export Ltd., also of London, is named as a related party to Glovet. The two firms are located at the same address and there is an interlocking directorate between them.

The U.S. export regulations provide that without authorization from the U.S. Department of Commerce, no person may trade in commodities exported from the United States with a party he knows has been denied U.S. export privileges.

Spanish firms show interest in many U.S. forest products

Interest in U.S. forest products exhibited at a world conference in Madrid last summer was expressed by more than 100 firms, including building contractors, interior finish contractors, manufacturers, forest product dealers, architects and engineers.

Firms indicated particular interest in the following: doors, paneling, hardwood flooring, veneer, plywood (face finished), particleboard, hardboard (face finished), wood grain or color coated, plastic coated, film coated, prefinished (embossed surface), and miscellaneous wood products.

The exhibit was arranged by the U.S. Department of Agriculture's Foreign Agricultural Service. A list of the Spanish firms may be obtained from the Forest Products Division, BDSA-568, Rm. 4001-A, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-3365).

COPPER EXPORTS GAIN

Peru imports hit record

Nation continues to have unfavorable trade balance; anti-inflation campaign torpedoed

Peruvian business activity continued to expand during the third quarter, but the country continued to experience an unfavorable trade balance with imports in August reaching a record level.

The value of copper exports gained on those for fishmeal, as the fish reduction industry began to experience difficulties and copper prices continued at high levels.

The Government's anti-inflationary campaign was less successful during the third quarter, as the cost-of-living rose, fueled by monetary expansion in the public economy.

Public investment

A list of public investment projects presented by the Government to a consortium of international lending agencies, generated considerable interest.

In private investment, the Lima telephone problem appears close to resolution. In November, another motor vehicle assembly plant was inaugurated bringing the total to eight.

The brisk pace of activity is reflected in economic indicators. For instance, registered installment sales outside of Lima rose 27.1% over the first nine months of 1965. The retail trade in greater Lima reportedly is doing very well, although statistical data are not yet available.

Cement sales increased 5.3% in the period January to September over the corresponding period of 1965, requiring imports to supplement local cement production. Steady growth continued in the sale of gasoline which was up 10%, and in consumption of electricity which was up 11.3% in the first three quarters of this year over the same period in 1965.

The increased level of business activity has been sparked partly by private investment, such as that made by Ford Motor Co. in its automobile assembly plant to meet the unexpectedly large demand for autos since the plant opened in October 1965.

Ford expended nearly three-quarters of a million dollars to increase by 75% the productive capacity of its plant to a new total of 40 vehicles per day.

Peru's eight plants assembling motor vehicles now have an estimated total production capacity of 30,000 vehicles per year. A minimum of 10,000 assembled vehicles are still expected to be imported annually.

New investments or additions to existing ones were announced in other product areas including pharmaceuticals, bakery products and yeasts, taxi meters, safety glass, batteries, ball point pens and tires. Tire production will be increased 34% according to Goodyear, which reported it is investing $3.6 million to expand its plant.

There is an improving prospect that a five-year $80 million expansion program in telecommunication will materialize as the long-standing problem between the Government of Peru and the Peruvian Telephone Co. appears to move towards solution.

A contract worked out through government-company negotiations, provides for purchasing International Telephone & Telegraph's controlling interest in PERUTELCO within five years, with telephone users to become shareholders in the company.

Effective Dec. 1, the Government's telecommunications commission authorized increases in PERUTELCO's telephone rates as a source of capital for the expansion program.

The contract has not yet been approved by the Peruvian President which is waiting until the Congress has satisfied itself as to the merits of the proposal.

New oil company

The International Petroleum Co. announced early in the third quarter plans for forming a new company to be called Esso Peruana Inc. and for the investment of some $8 million in improved refining facilities at its Talara refinery.

Under the new arrangement, Esso Peruana would divorce its refining and marketing operations from its crude petroleum production and thus from the dispute over the La Brea y Parinas concession.

Construction of the Peruvian Government's new, Japanese financed petroleum refinery is progressing rapidly. It appears as if construction will be completed by late 1967.

In the meantime, the refinery's potential requirement of an average of 18,000 barrels of crude annually has stimulated activities on the part of crude oil suppliers. The Belco Petroleum Corp. has completed its crude oil storage facilities at Negritos, and it is undertaking a program of drilling 27 new off-shore oil wells utilizing locally-made off-shore drilling platforms.

Petrolera Amotape S.A. at the end of the quarter was planning to continue drilling operations just north of the old Lobitos concessions.

In the field of electric energy, Empresa Electricas Asociada was awarded a $10 million loan by the International Bank for Reconstruction & Development to expand its facilities. The Government, in August also authorized the signing of a contract with an Italian consortium for the 342,000 Kw. stage of the large and controversial Mantaro hydroelectric project.

The project, which earlier was to go to an English-German consortium, may

TECHNICAL TRAINING is preparing Peruvian youth for jobs in a rapidly industrializing society.

cost upwards of $200 million. The Government is seeking support from international lenders for 52 projects requiring a total of $467 million in external financing. It presented its projects to an assemblage of international lending agencies in Paris during July.

The projects and the value of their foreign financing are as follows: Irrigation works, colonization and agricultural development, $95 million; highways, $53.3 million; ports and airports, $53 million; electrification, $142 million; industrial development, $48 million; education, $21 million; health, $19 million; and housing, $10 million.

Government projects now in various stages of international bidding call for financing and construction of: a $37 million, 20 kilometer main Trans-Andean diversion tunnel for the Olmos irrigation project; another 15 kilometer, $14 million Majes-Siguas irrigation tunnel; and two new piers and related works at the port of Ilo in Southern Peru costing approximately $4.5 million.

Copper prices up

Earnings from copper have been raised markedly because of the higher world price for copper which has prevailed most of this year. The value of copper exports reached $134.2 million during the first nine months of 1966, an increase of 50.4% over the corresponding period of 1965.

Total copper production during 1966 will probably equal that of 1965, despite a strike at the Toquepala operations of Southern Peru Copper Corp. which ended on Oct. 24 after almost a month's duration.

Elsewhere in the copper mining industry, exploratory drilling at the Cerro Verde property of Andes Exploration Co. of Maine, a subsidiary of Anaconda Corp. has indicated that the ore body consists of approximately 34 million tons of sulphide ore containing not less than 1% copper.

The company is studying the feasibility of initiating production at Cerro Verde with a leaching plant to produce 30,000 to 40,000 tons of copper per year by 1971.

Because of more or less constant world prices, earnings from exports of minerals other than copper were not significantly changed during the first three quarters of 1966 over the same period of 1965.

Exports of lead declined by $23.68 million, down 12% over the corresponding period of last year, while exports of zinc also declined by $22.81 million, down 10.4% in the same period.

Agricultural industries, affected by drought during the early months of 1966, have not been able to supply their usual share of Peruvian demand. Peru, which gave the potato to the world, has had to import 5000 metric tons of white potatoes this year. By the end of September, the potato supply had returned to normal, and retail prices changed little when the price ceilings were removed.

Lima trade fair

The U.S. will have an official exhibition at the Pacific International Fair to be held Oct. 28-Nov. 11 in Lima, Peru.

The U.S. participation will feature mining equipment, construction machinery, and metalworking and welding equipment.

Grain imports up

The expected lower output of various grains during 1966 has prompted grain and grain products imports. In August, four of the country's leading brewing companies were authorized to import a total of 9400 M.T. of malt to offset the lower local supply of barley.

These imports can be undertaken anytime before June 1967. Likewise, imports of grain sorghum have been authorized to relieve the tight supply situation occasioned by the reduction in the current corn crop.

Peru's fishmeal producers have organized into four selling groups to cope with the drop in the world price for fishmeal, which is down from $160 per ton in May to $125 per ton towards the end of the third quarter.

More orderly sales of fishmeal by Peru, which produces about 60% of the world's fishmeal, can be expected to influence world prices, but by how much is not clear.

Increased competition from other fishmeal producing countries, fishmeal buyers tactics, and the rising use of substitutes (such as soybeans) have been largely responsible for forcing the price of fishmeal down and may continue to dampen prices in the future.

Production costs up

On the domestic side, there is upward pressure on the cost of producing fishmeal. Of Peru's 150 fish reduction plants, many are said to be operating at a loss. The Peruvian fishermen have been on a strike for about a month to obtain an agreement with the fishing companies that would increase by approximately $1.36 per ton the companies' contribution to the fishermen's welfare fund.

The Government's effort to promote human consumption of fishmeal has encouraged at least three firms to investigate possibilities of manufacturing this high-protein food for human use.

Peruvian exports (fob) rose to $193.9 million during the third quarter and reached $542.8 million during the first nine months of 1966. However, total imports (cif) were valued at $600.9 million by the end of the third quarter of this year. The deficit for the first nine months of 1966 now stands at $58.1 million, compared with $83.7 million for the same period in 1965.

The trade deficit for the first three quarters of 1966 was pushed up, particularly during the month of August when imports reached a record high of $86.5 million, up 42.2% over August of 1965.

New payment plan

The increase was probably due to a new system of advance payment of duties and to clearance through customs and also to large imports of cement, machinery for a new cement factory, edible oils and machinery for road-building projects.

The gap in Peru's trade was reflected in part by a 9.5% decline in the net foreign exchange reserves of the Peruvian banking system, which fell to $158.5 million at the end of the third quarter.

The decline in Peruvian exchange reserves served to dampen somewhat domestic inflationary pressures, which had caused a 2.6% rise in the cost of living during the third quarter.

By comparison, the cost of living rose 3.5% during the first six months of 1966. The principal cause for this deterioration was the rapid expansion of credit ($74.6 million during the third quarter compared to $7.46 million during the first two quarters) by the banking system to the private enterprise. The inflationary impact of the increase in public credit would have been greater if the extension of credit to the private sector had not been cut back by about $18.6 million.

Deficit growing

Prospects for a mounting Government deficit pose one of the most serious problems in monetary management in 1967.

During the quarter Peruvian authorities renegotiated the $40 million three-year loan, which the Banco de la Nacion secured from U.S. commercial banks late in 1964 and which had been half repaid. Under the terms of the renegotiation, the Banco de la Nacion received a new $40 million loan on five-year terms, half of which was used immediately to pay off the still outstanding portion of the original loan.

Argentina snaps back

Government emphasizes increased reliance on free enterprise, efficiency

Argentine business conditions perked up in the third quarter of 1966 but not enough to eradicate declines of the first two quarters. GNP is estimated to have risen to 99% of the comparable 1965 level, signifying a recovery from the recession of late 1965—early 1966.

Manufacturing picked up by roughly 3% in the third quarter, bringing industrial production to about the levels of a year ago. Agricultural and livestock production for the first nine months, however, was about 22% below last year's levels due to drought and other adverse weather conditions.

Government policy statements have emphasized an increased reliance on free enterprise, a determination to make state-owned enterprises more efficient and efforts to improve the investment climate. In a November speech President Ongania emphasized modernization of the economy, increased efficiency and a deliberate step-by-step approach.

New recognition was given to agriculture and livestock with stress on increasing the productivity and exports of this important industry.

One of the most notable actions taken by the Government was the implementation of a compulsory arbitration law designed to promote greater labor harmony. Exchange control regulations were liberalized and the peso was devalued 6% in August and a further 15% in November.

Petroleum negotiations

Negotiation with U.S. oil companies were reopened, seeking their continued operation in Argentina. The quarter was also highlighted by a growing trade surplus.

President Ongania announced that the Government will follow an open door policy with foreign investment and that it would give all guarantees which the laws of the nation will permit. Exchange control regulations were altered, permitting foreign capital entering the country after Nov. 8 to be transferred abroad along with dividends, interest and other income arising from the investments.

Contract negotiations with Cities Service and Pan American Oil were reopened with the Government seeking a settlement under which the companies will continue Argentine oil development operations.

The state oil entity, YPF, has also indicated that foreign companies will continue to be invited to participate in drilling and in other work contract bids. In addition, auto production quotas were eliminated, offers to sell off some state-owned enterprises were made, and there were some hints of a possible loosening of the Central Bank's regulations that have severely restricted capital goods imports by requiring exteremely long payment terms.

Investment incentives

The Government also revealed that investment incentives would be granted to firms locating in designated regional economic development areas of Argentina.

The Philip Morris Co. obtained such investment incentives for agreeing to construct a cigarette factory in Tucuman Province, an area economically hit by the recent closing of several sugar mills. Several other U.S. companies have filed applications with the Government to expand their Argentine operations, among them Ford Motor Co. and John Deere.

Argentina's foreign trade surplus for 1966 is expected to exceed $500 million, exceeding all forecasts and having a good chance to set a 20-year record.

Official statistics put the export surplus for the first half of 1966 at $355 million, greatly exceeding the comparable 1965 figure of $148 million. Imports were down 10% while exports increased 20%.

For the first half of 1966 Argentina's imports from the U.S. amounted to $107 million, and its exports to the U.S. totaled $64 million. The resulting trade deficit with the U.S. was half the comparable amount for 1965.

The U.S. maintained its position as Argentina's leading supplier with 20.7% of the import market. Brazil, Germany, Italy and the U.K. were other leaders.

With rising concern over retaining access to European markets for its meat and agricultural products, Argentina is expected to take an active role in the balance of the Kennedy Round negotiations. Concurrently, work on tariff reforms and reduction in average rates is to be accelerated.

Gold and convertible exchange holdings of the Central Bank stood at approximately $260 million in September —a nine-month increase of $52 million. Owing to the growing reserves resulting from the good surplus of trade, the Government has stated that Argentina will not need to resort to refinancing to meet its remaining 1966 obligations.

The Argentine peso was devalued on Aug. 9 to 215-218/U.S.$1 and again on Nov. 7 to 245-255/U.S.$1. These devaluations, plus two prior ones in 1966, brought the total peso devaluation since the beginning of the year to roughly 35%. The devaluation should spur exports.

Their impact on imports, however, may not be too great as import levels are thought to be already near rock-bottom and are more determined by the availability of import financing than by the relative prices of imports.

Inflation was more moderate in the first nine months of 1966 than it was last year, with the cost of living rising 10.7%. The comparable rate for 1965 was 25.8%.

Seasonal factors are expected to contribute to some further inflation in the fourth quarter, but the cost of living is almost certain to show an impressive improvement over last year's 38% rise.

Money supply rises

The money supply rose 19% during the first nine months, slightly faster than the comparable 1965 rate. Most of the growth, however, took place in the third quarter spurred by a rise in commercial bank credit to business and by the increasing reliance of the treasury on the banking system for deficit financing.

The treasury operating deficit for the first nine months reached 97 billon pesos, up 26% from the period a year ago.

Both industrial production and retail sales picked up in the third quarter. Retail sales gained nearly 4% in volume as sales improved for household articles, foods and construction materials.

Industrial production rose about 3% over the relatvely depressed second quarter, bringing production to within 99% of the level existent a year ago.

Credit conditions eased slightly in the third quarter contributing to the production rise. Production increases were widespread with steel, cement, autos, farm machinery and meat packing all registering gains.

Crude oil and petroleum products imports reached $61.3 million at the end of August, 11% below the comparable 1965 figure. Indications are that the total value of 1966 petroleum imports will be less than the $103 million imported in calendar 1965.

Despite a decline of crude oil production in recent months, total 1966 Argentine crude production should exceed that of last year by about 5%. The Secretary of Fuel & Power stated that YPF, the state oil entity, will have to invest $300-400 million annually in exploration, new drillings, processing equipment and distribution services to adequately develop domestic petroleum resources.

Adverse weather conditions through the year led to a 22% decline in agricultural production for the first nine months with drought, hail and flooding plaguing crops at various times. Wheat production dropped 52%.

Favorable world demand and prices for wheat have spurred a keen interest in obtaining a good 1966-67 wheat crop. As part of the new emphasis on agriculture, the Government eliminated the export retention taxes on wheat and raised support prices. These incentives led to a 17% increase in wheat acreage planted, and (weather permitting) the 1966-67 wheat crop should be substantially larger than this year's.

Argentina's cattle herds grew to around 47 million head during the year, close to the levels desired by the Government. The replenished herds enabled this year's slaughter to climb 20% over 1950's.

The export situation was clouded by the application of levies on imported cattle by the EEC in July, but a sales push to non-traditional markets such as Spain enabled nine month exports to be running 20% ahead of last year's comparable amount.

An especially good year was registered in corn production and in wool exports. Corn harvests managed to dodge the weather and ended up as a post-war high. Wool exports were up 25% over last year; and with world supplies below normal, the wool clip was sold at a good price.

In October the Government took steps to improve the efficiency of the nation's ports. Port captains were appointed each having authority to coordinate all operations in his respective port, and the powers of labor unions were drastically curbed.

As expected, labor opposition arose and a strike of the nation's ports ensued. The strike fizzled for lack of nationwide support.

The Government is also working on measures to improve the efficiency of the country's deficit-ridden state-owned railroads, which are losing nearly $1 million a day. Efficiency measures will be two-pronged—attempting to eliminate featherbedding and other expensive labor practices; and modernizing the rolling stock and physical facilities.

Late in August the Government issued a decree establishing compulsory arbitration in labor-management disputes—by far the most significant event in labor-management relations for some time.

The Government can now appoint arbitrators empowered to hand down decisions binding on labor and management in disputes affecting the national interest. The decree does not affect normal collective bargaining procedures and can be employed only after regular bargaining and cooling-off periods have failed to settle an impasse, and then only if the national interest is involved.

Buenos Aires' growing electric power needs prompted the Greater Buenos Aires Electric Co. (SEGBA) to seek bids on four gas turbines of 30,000 kw each for installation in 1968.

SEGBA is also seeking funds for the purchase of a 200,000 kw turbine plant for Buenos Aires. Expansion of rural electrification programs is also being considered, with a program of around $20 million being contemplated.

In addition, the Government is exploring the possibility of developing the country's hydroelectrical potential. The El Chocon-Cerros Colorados project, costing an estimated $500 million (including $80 million for irrigation and $90 million for transmission installations), is one project under consideration.

Another is the Salto Grande project in the north with an estimated cost of $320 million. Both projects would require extensive financing from abroad.

ARGENTINA WANTS U.S. OIL COMPANIES to continue operations. Contract negotiations were reopened with Cities Service and Pan American Oil. The state-owned oil company, YPF, also indicated that foreign companies will continue to be invited to participate in drilling and other work contract bids.

Vietnam industrial growth moving ahead steadily despite war

AID official says concentration in Saigon area will continue

Industrial development in Vietnam "is moving ahead at a steady, nice pace," according to Francis R. Werther, Chief of the Agency for International Development Mission's Industry Division in Saigon.

In the past year, the amount of industrial equipment imported into Vietnam more than doubled, going up from $7 million in 1965 to $16.8 million for the fiscal year ending last June 30.

"However, the devaluation of the piaster last June has slowed imports down a bit," Werther pointed out. It now costs the importer about twice as much to buy the same piece of equipment because of the currency changes.

About 85% of Vietnam's 780 industrial plants are located in the Saigon area, that is, either in Saigon and its neighboring Chinese city of Cholon or along the four-lane superhighway connecting Saigon to Bien Hoa, 20 miles away.

"The Viet Cong haven't bothered the industrial plants much," said Werther, who has spent the past 18 months supervising the industry problems of the foreign aid program to Vietnam.

Foreign aid from the United States helped in the establishment of just about every manufacturing plant in South Vietnam today. Through the commercial import program, the U.S. provided the dollars needed to buy machine tools and other equipment which were then paid for by Vietnamese investors with their own local currency.

At the time of partition in 1954, not a single factory operated south of the 17th parallel. Today, textile plants alone constitute a $40 million-a-year industry and employ about 50,000 workers. Almost all the clothing requirements of the Vietnamese, both civilian and military, are met locally.

Vietnam also has built manufacturing facilities for making paper, rubber tires, for canning foodstuffs and bottling milk. Probably the severest problem facing industry today Werther says, is distribution.

"With the roads cut, it is difficult to get raw materials to the plants and finished products out of the plants and around the country," he said. "Most of the sales for the present must be confined to the Saigon metropolitan area."

Mexico to buy dredge from Texas company

The Mexican Government will purchase a dredge to be used by the Ministry of the Navy for use at ports on Mexico's east coast. A portion of this port improvement program will be to provide ocean shipping for a fertilizer plant being built near Veracruz.

The total cost of the dredge, which is being bought from the Bauer Dredging Co., Inc., of Port Lavaca, Texas, is about $2 million. Nacional Financiera, S.A., a Mexican Government credit agency, will receive an Alliance for Progress credit of $1.8 million, from the Export-Import Bank of Washington to help finance the purchase.

Bauer Dredging Co. is participating in the credit to the extent of $180,000 and the balance of the purchase price will be paid in cash.

The loan will be repaid in ten semiannual installments beginning in 1967 and repayment of the loan will be guaranteed by Mexico.

Australia buys U.S. jets, parts, equipment, services

Australia will purchase three DC-9 jet aircraft, spare engines, parts, equipment and services from the Douglas Aircraft Co., Inc. of Santa Monica, Calif., and United Aircraft Corp. of Hartford, Conn. Total contract price of the transaction will be about $16.3 million.

The planes will be delivered in 1967, 1968, and 1969 and will be operated by Trans-Australia Airlines which services 147 points in central and eastern Australia. Additional DC-9's are expected to be purchased in 1970, 1971 and 1972.

Financing will be assisted by a $11.7 million loan authorized by the Export-Import Bank of Washington. The U.S. suppliers will also participate in the financing.

The Eximbank loan is to be repaid in 14 semiannual installments beginning in 1968.

Tunisian tire plant gets loan to make U.S. purchases

The Export-Import Bank of Washington has authorized a $700,000 credit in favor of Firestone Tunisie, S. A., a new affiliate of the Firestone Tire & Rubber Co. of Akron, Ohio. Proceeds of the credit will be used to finance purchases of U.S. equipment needed in the production of tires at a plant near Bizerte. Specific suppliers, to be named by Firestone, have not yet been selected.

The Tunisian affiliate will be owned 60% by Firestone and 40% by Tunisian investors. The new plant, which will cost some $2.5 million including local costs, will produce tires for cars, trucks and buses. Tunisia presently imports all of its tires, estimated at 135,000 in 1965. Firestone expects the new facility to meet 40% of replacement demand by 1969, thus effecting significant foreign exchange savings.

The new loan is Eximbank's third to assist in financing overseas production facilities for Firestone. In 1962 a $5.25 million loan was authorized to cover dollar costs of a plant in Thailand, and in April 1966 a $3.2 million loan assisted in equipping a tire and tube plant in Costa Rica.

The new loan is to be repaid in seven semiannual installments. In addition to the Eximbank loan, the new firm will obtain a local currency loan equal to $500,000 from the Agency for International Development.

U.S. firm invests $100,000 in Brazilian business firm

DHJ Industries, Inc., New York City, has invested $100,000 in an apparel product business in Brazil.

The investment is in the firm of Entretelas DHJ Novamerica S.A., Rio Branco, Brazil, and will be used to set up a distribution company to supply apparel manufacturers with an interlining product comparable to that used internationally.

It is expected that $50,000 will be spent annually for raw materials in the United States when the project is in full operation.

DHJ's investment is insured by the Agency for International Development at $107,820 for convertibility of local currencies and at the same amount against loss from expropriation.

Foreign Government Actions

Saudi Arabia earmarks $382 million to overall development in new budget

Expect increased oil revenues to finance Saudi goals of public works, revitalizing agriculture, and establishing social services

Saudi Arabia's budget for the new fiscal year (Oct. 15, 1966 to Oct. 4, 1967) of $1.1 billion is the largest in Saudi history, and represents an increase of almost 27% over the previous year's budget.

Financing for the budget, which is balanced, is based largely on assured and anticipated increased oil revenue from revised agreements recently concluded with the Arabian American Oil Co. (ARAMCO), and from anticipated normal increases in oil output and sales. Oil revenues for 1955-66 are estimated at $698.9 million.

Since the Saudi Government is the largest contributor to overall development of the country, the proposed increases in expenditures are in line with the government's objectives of increasing the standard of living and individual income, raising purchasing power and trade, and promoting economic stability.

Saudi Arabia's population is estimated between 3.5 and 7 million people. Statistically, the per capita income is estimated at about $400; however, the per capita income is more than doubled if those outside of the urban society are excluded. Estimations are that the population is 20% urban, 60% rural, and 20% nomadic.

Development stressed

Allocations for development have risen to $381.6 million, an increase of about 22% over the previous year and are almost one-third of the new budget. The major sectors of the economy for which allocations have been made include communications, $119.7 million; municipalities, $63.1 million; agriculture, $48.9 million, and social services, $34.6 million.

These allocations include the development of roads, expansion of port facilities, improvement of railroads and railway equipment, airport development, establishment of desalting plants, irrigation and drainage systems, land reclamation, television and radio facilities, minerals and oil field program, sewerage projects, and the establishment of hospitals, schools, clinics, etc.

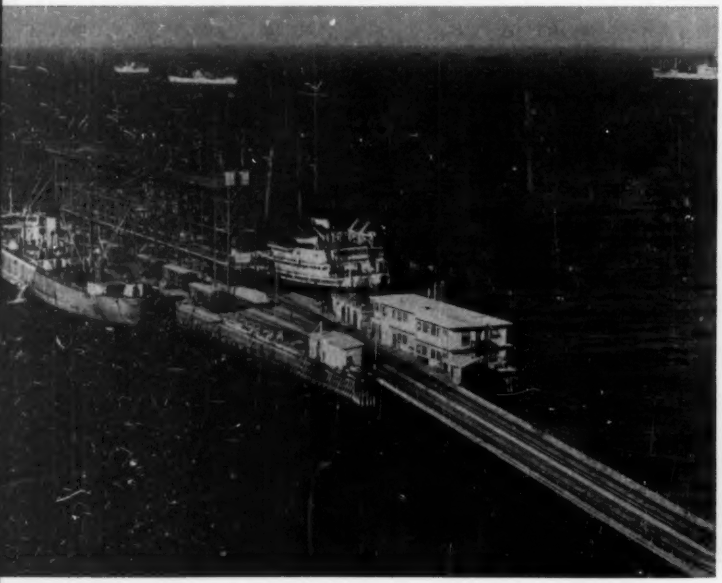
Prospects for continued U.S. sales of goods and services to Saudi Arabia, especially in these areas of development, appear highly favorable.

Peruvian airport shops allowed duty-free imports

Duty-free shops were authorized on Nov. 4 by the Government of Peru at the "Jorge Chavez" Lima-Callao International Airport for the exclusive benefit of tourists.

These shops are licensed solely to Peruvian citizens and juridical persons established pursuant to Peruvian law. They will be allowed to import cigarettes, liquors, and perfumes duty-free, under bond to be issued by the Industrial Bank of Peru, covering 60% of the c.i.f. value of the goods. The shops will sell similar goods of domestic origin together with Peruvian silverware and handicraft articles free from all internal taxes and subject only to the regular export duties.

EXPANSION OF PORT FACILITIES is vital to Saudi Arabia's development plans for the new fiscal year. Aerial view of Dammam Port shows Saudi Arabia's only freight handling facility in the Eastern Province.



ARAMCO HOUSEWIVES stock up on weekly supplies at the supermarket in Al-Khobar. Saudi Arabia imports the majority of its foodstuffs, but by revitalizing agriculture hopes to supply a substantial portion of her needs.

Investment Opportunities pages 25-30

Firms want U.S. links

U.S. Trade Mission to Ireland, Portugal reports 57 licensing, joint venture openings

Businessmen in Ireland and Portugal seek U.S. participation in 57 licensing and joint venture agreements, according to members of a recent U.S. Trade Mission.

In Ireland, a number of well-established firms plan to expand operations through the manufacture of such diversified products as agricultural equipment, toys, metal components, bakery goods and meat products.

Proposals from Portuguese companies range from opportunities in the food processing and paper fields to pharmaceutical preparations and electrical products.

Firms interested in following up one or more of these opportunities are requested to show the Interview Report (IR) number on any correspondence with a foreign firm or with the Bureau of International Commerce. The identifying IR number is listed immediately after the address of the foreign firm.

Almost 300 leads—and here they are

A U.S. Trade and Industrial Development Mission, just back from Ireland and Portugal, brought almost 300 specific opportunities for doing business with firms in the two countries.

The export and import leads are listed in the World Trade Opportunities section of this issue of **International Commerce,** along with specific leads from other countries, by SIC number. The requests for licensing and joint venture agreements are published in the Investment Opportunities section.

The final report of the Mission—including on-the-spot impressions from each of the members, for each country—is scheduled to appear in the Jan. 16 issue.

The Mission was the first to be sent out by the Commerce Department's Bureau of International Commerce to Ireland and Portugal.

Opportunities in Ireland

1511 Building contractors

One of Ireland's largest engineering and construction firms seeks the participation of a U.S. company in any promising manufacturing enterprise designed to export products to the U.K. and Europe.

The Irish company says it would contribute capital and land to such an undertaking and suggests a 50-50 arrangement with a U.S. partner.

Established in 1839, the Irish concern and its subsidiaries in Ireland and Africa have approximately 2,000 employees.

Write: John Sisk & Son, Ltd., Capwell Works, Douglas St., Cork, Ireland. IR 91-I. WTD.

2000 Food products

A Dublin manufacturer of sauces, condiments and ketchup seeks a joint venture to manufacture food products. Founded in 1932, the Irish firm claims to have national distribution of its present line.

Write: Goodalls of Ireland Ltd., Distillery Rd., Dublin 3, Ireland. IR 35-I. WTD.

2011 Meat packing facility

An Irish fur and glove manufacturer seeks a joint venture with an experienced U.S. company to establish a mutton and lamb processing plant near Cork.

The Irish company would provide a suitable location for the facility and some capital and requests machinery and equipment and technical know-how from a U.S. participant.

Plans call for setting up a slaughterhouse and stockyard with an adjacent dressing plant. The processed mutton would be frozen and canned for export and the skins would be utilized by the Cork firm in making sheepskin coats. A simple light leather dressing plant would be included in the operation.

The company claims it currently uses 200 skins a week and expects to expand in both the domestic and export market.

The company has approximately 35 employees and was founded in 1935.

Write: Francis J. Mockler Ltd., 79 Patrick St., Cork, Ireland. IR 99-I. WTD.

2051 Bakery products

A Cork baking firm seeks a licensing arrangement with an experienced U.S. manufacturer of cakes, cookies and other fancy bakery products to produce and package baked goods suitable for distribution through modern supermarkets and grocery chains.

A U.S. licensor is asked to supply the necessary technical know-how.

Write: Harringtons Confectioners, 2 Church St., Cork, Ireland. IR 103-I. WTD.

2253 Outerwear

An Irish manufacturer and wholesaler of outerwear seeks a joint venture to produce outerwear for export to European Common Market countries.

Write: Callanan & Co. Ltd., 9 LR. Bridge St., Dublin 8, Ireland. IR 40-I. WTD.

2540 Office equipment

A large Irish company engaged in the importing, wholesaling, and retailing of toys, stationery, office equipment and sporting goods seeks licenses to manufacture new items in these fields for both the domestic and export market.

Established in 1886, the Dublin firm is the original member of a group of about 25 Irish firms whose activities range from toys and office equipment to radio and television and publishing.

The combined companies employ between 1,800 and 2,000 persons and manufacture some products.

Write: Hely's Ltd., Dame St., Dublin 2, Ireland. IR 30-I. WTD.

2851 Marine paints

An Irish paint manufacturer seeks a licensing arrangement with a U.S. firm to make various kinds of marine paints for export to Great Britain and European Common Market countries.

Established in 1885, the firm has approximately 320 employees.

Write: Harringtons & Goodlass Wall Ltd., Commons Rd., Cork, Ireland. IR 98-I. WTD.

2870 Agricultural chemicals

Established in 1960, this Cork manufacturer of agricultural chemicals seeks a license to make these products for export to Great Britain and Europe.

Write: Chemag Ltd., 92 South Main St., Cork, Ireland. IR 105-I. WTD.

3440 Fabricated metal products

An Irish truck and bus body builder seeks an association with an experienced U.S. firm to manufacture alloy trailer type shipping containers.

Write: Thomas McArdle, The Demesne, Dundalk, Co. Louth, Ireland. IR 63-I. WTD.

A Dublin manufacturer of pressure vessels, storage tanks and office furniture seeks a license to make steel trailer type containers, 1,000 cubic feet and up.

The firm's production facilities include a fabrication shop with one 30-ton and two 10-ton overhead cranes, plate rolling and shearing operations and automotive welding equipment.

Founded in 1963, the Irish firm has 180 employees.

Write: C. A. Parsons of Ireland Ltd., Dublin Rd., Howth, Dublin, Ireland. IR 135-I. WTD.

3492 Storage vaults

A Dublin trading company seeks the participation of a U.S. vault manufacturer in a new project to establish the only independent safe deposit security vault in Ireland.

The Irish firm claims to own title to a piece of property in the center of Dublin on which a large parking garage is to be built. Current plans call for utilizing the second basement of the garage for a storage vault.

Write: Norland Inter-Trading Co. Ltd., 27 Clyde Rd., Dublin 4, Ireland. IR 76-I. WTD.

3520 Farm machinery

Established in 1850, this well established Cork firm of mechanical and marine engineers seeks a license or similar arrangement to produce farm, materials handling and store refrigeration equipment and fire pumps.

The Irish firm acts as a sales agent in the pump and valve field and its manufacturing facilities include a gray iron and brass foundry.

The company has approximately 50 employees.

Write: Merrick & Sons, Parnell Place, Cork, Ireland. IR 96-I. WTD.

3522 Agricultural equipment

The Government of Ireland offers for sale a complete industrial complex located at the port of Dundalk on a 19-acre site. The complex consists of four industrial firms, plus a holding company which provides overall management and marketing facilities.

The four industrial firms manufacture such products as agricultural equipment, alloy steels, trucks and house trailers and heavy duty rotary cultivators.

Offers are invited for one or more of the individual firms, but will be considered only if a satisfactory arrangement cannot be concluded for disposing of the group as a whole.

Write: Niall Crowley, Receiver and Manager, Industrial Engineering Co. Ltd., Dundalk, Co. Louth, Ireland. IR 27-I. WTD.

A license to produce agricultural equipment is sought by an Irish manufacturer of all types of farm machinery, excluding self-propelled.

Established in 1830, the Irish company is one of a large group of firms with varied manufacturing interests.

The company has approximately 190 employees.

Write: Phillip Pierce & Co., Ltd., Wexford, Ireland. IR 32-I. WTD.

3540 Metalworking equipment

A group of commonly owned Irish firms associated in the metal products field seeks an arrangement to make components for a U.S. firm or produce metal products for export to Great Britain and the European Common Market.

The members of the group are currently engaged in the production of metal making machinery, chrome plating, fastener manufacturing and the operation of a foundry. With the exception of new facilities in Shannon, all of the member firm's plants are located in Cork. Total employment is approximately 550.

Write: Metal Products Group, Albert Rd., Cork, Ireland. IR 118-I. WTD.

3642 Lighting fixtures

Established in 1959, this manufacturer and distributor of lighting fixtures seeks a licensing arrangement to make lighting fixtures, primarily for export.

The Dublin firm currently employs approximately 25 people.

Write: E.C.I., Ltd., 19 Marlborough St., Dublin 1, Ireland. IR 33-I. WTD.

Investment Assistance

Firms responding to investment opportunities may wish to inform the Bureau of International Commerce of their action, for follow-up assistance where appropriate. This will insure receipt of additional information as it becomes available.

A (*) following the name of the foreign firm indicates that additional information is available by writing the Department of Commerce (BIC-876), Washington, D.C. 20230.

WTD indicates that a World Trade Directory report containing financial and business background information is available at $2 each from the Department of Commerce (BIC-916), Washington, D.C. 20230.

Special assistance is available to firms interested in joint ventures or licensing agreements abroad. Call Area Code 202, WO 7-4065 or write Department of Commerce (BIC-878), Washington, D.C. 20230.

3914 Cutlery

An Irish cutlery and kitchenware manufacturer wants to expand and modernize its operation through a joint venture with an experienced U.S. firm.

The Irish company is interested in exporting its products to the United Kingdom and Europe and seeks a U.S. partner with advanced manufacturing techniques and marketing know-how in selling to European buyers.

Established in 1935, the Irish firm has around 130 employees.

Write: Newbridge Cutlery Co. Ltd., P.O. Box 4, Newbridge, Co. Kildare, Ireland. IR 74-I. WTD.

3993 Outdoor signs

A license or similar arrangement to manufacture digital display signs, tote and score boards and outdoor clocks is sought by a Cork electronic engineering firm.

The company claims to have installations in the United Kingdom, Mexico and Holland, as well as Ireland.

Established in 1960, the Irish firm has approximately 12 employees.

Write: Jowen Electronics Ltd., Devonshire St. West, Cork, Ireland. IR 88-I. WTD.

Proposals from Portugal

0123 Tomato farm

An old line Portuguese trading and manufacturing firm proposes a joint venture to develop a 2,400-acre tomato farm.

The Lisbon company imports agricultural machinery, electric motors and automobile parts and produces harrows and huskers.

Write: H. Vaultier & Ca., Calcada Marques de Abrantes, 43, Lisbon, Portugal. IR 1. WTD.

1040 Mining

Founded in 1870, this Portuguese gold and antimony mining company seeks a joint venture to further develop producing mines.

Write: Sebastio Ferreira Mendes, Rua Duque de Saldanha 327, Oporto, Portugal. IR 174. WTD.

2031 Canned fish

A Portuguese canner of such fish as tuna, sardines and mackerel seeks a joint venture to modernize and expand operations.

Write: Empresa de Pesca de Aveiro, SARL, Estrada da Barra, No. 9, Aveiro, Portugal. IR 175. WTD.

2033 Canned vegetables and fruit

A newly organized Lisbon firm seeks a joint venture to establish a facility for the processing and canning of tomato paste, fruit and dehydrated fruit.

The company claims it has received a license from the Government of Portugal to set up the plant.

Write: Valadas, Lda., Av. de Roma 97, 1°, D., Lisbon, Portugal. IR 49. WTD.

A Lisbon trading company seeks a collaborative arrangement with an experienced U.S. food firm to process and can tomato paste.

Established in 1956, the Portuguese company imports machine tools, textile machinery and airconditioning equipment and exports foodstuffs, lumber and wearing apparel. The firm has branches in Madrid and Santa Cruz de Jenerife in the Canary Islands.

Write: Comundo, SARL, Av. 5 de Outubro 56, Lisbon, Portugal. IR 45. WTD.

A joint venture to pack tomato paste is sought by a Portuguese tomato paste and tomato processor.

Write: Indagro-Industrias Agro-Pecuarias, Lda., Carreira, Monte-Real, Portugal. IR 60. WTD.

A Lisbon tomato paste manufacturer seeks a joint venture with a U.S. food company.

Write: Tecnil, Avenida da Republica, 32-2-D, Lisbon, Portugal. IR 47. WTD.

2062 Sugar refinery

A joint venture to develop a sugar beet plantation and build a sugar refinery is proposed by a Portuguese firm.

Write: Probeta, Av. Frei Miguel Contreiras, 56, 3°, Lisbon, Portugal. IR 12. WTD.

2085 Wines and liquor

A Portuguese wine and liquor producer seeks to expand its bottling and shipping facilities through a joint venture with a U.S. firm.

Write: Meireles, Baptista & C. Lda., Rua Justino Teixeira, 678, Oporto, Portugal. IR 168.

2231 Textile mills

An expansion-minded Lisbon textile firm seeks to collaborate with a U.S. company in the purchase and operation of an established mill currently producing woolen piece goods.

Write: Argolan, Rua Joaquim Antonio Aguiar, No. 41, 1° E., Lisbon, Portugal. IR 30. WTD.

2335 Clothing

A Lisbon textile importer and wholesaler seeks a joint venture with an experienced U.S. textile manufacturer to establish a women's dress and a men's clothing facility.

Write: Sociedade Comercial Fazenda e Marques, SARL, Av. Sidonio Pais, no. 2, 1°, Lisbon, Portugal. IR 36. WTD.

2421 Saw mills

A Portuguese saw mill operator seeks a joint venture to establish a facility to utilize saw mill waste material.

Write: Madeca-Madeiras de Caxarias, Lda., Caxarias, Portugal. IR 59. WTD.

2499 Particle board mill

A Lisbon manufacturer of paper and resins proposes a joint venture to establish a hardboard plant with a daily capacity of 100 tons and a particle board mill with a 50-ton daily capacity. Technical assistance is requested of a U.S. firm.

Write: J. Valente & Irmaos, SARL, Av. 28 de Maio, Castelo Branco, Portugal. IR 44. WTD.

2621 Paper mills

Established in 1895, a Portuguese paper firm seeks a joint venture with an experienced U.S. paper manufacturer to enlarge its present mill and expand production. The Portuguese firm claims its mill's current capacity is four tons of writing paper and sulfite wrapping paper a day. The company hopes to expand this to 30 tons daily.

Machinery and equipment is requested of a U.S. participant.

According to the Portuguese firm, it has sufficient water, power and land, plus pulp raw material, which it wants to convert into paper and export the finished product. Established in 1895, the company has about 900 employees.

Write: Companhia Fabril do Cavado, SARL, Rua Passos Manuel, 25, Oporto, Portugal. IR 139. WTD.

2833 Chemicals

An Oporto importer of industrial raw chemicals and dyes proposes a joint venture with a U.S. chemical company to manufacture chemicals in Portugal.

Write: J. C. Andrade & Ca. SARL, Rua da Restauracao 317, Oporto, Portugal. IR 130. WTD.

2834 Pharmaceuticals

Established in 1940, a Lisbon manufacturer of such pharmaceuticals as antibiotics, penicillin and sulfa seeks a joint venture to produce pharmaceuticals for the Portuguese market.

Write: Laboratorios Andrade, Venda Nova, Amadora, Lisbon, Portugal. IR 21. WTD.

Founded in 1866, an Oporto importer and manufacturer of pharmaceuticals, cosmetics and perfumes seeks a joint venture to produce its salve for skin irritations.

The Portuguese firm would also consider licensing a U.S. firm to manufacture its salve in the U.S.

Write: Salgado Lencart, Rua de Santo Antonio, 203, Oporto, Portugal. IR 199. WTD.

A joint venture to manufacture pharmaceuticals including veterinary medicines is sought by a Lisbon pharmaceutical wholesaler.

Established in 1952, the Portuguese firm has 60 employees.

Write: Companhia Quimico-Farmaceutica Frederico Annes, SARL, Rua Braamcamp 10, 1°, D., Lisbon, Portugal. IR 13. WTD.

2850 Paints and varnish

A joint venture to expand both production and export sales is sought by a Portuguese manufacturer of paints, varnishes and lacquers. Technical assistance is requested of a U.S. firm.

Founded in 1931, the Portuguese firm has 31 employees.

Write: Alberto Sousa, Fabrica de Tintas, Rua de S. Gens, 3717, Senhora da Hora, Portugal. IR 154. WTD.

2870 Fertilizers

A Portuguese manufacturer of ammonia and fertilizer seeks a joint venture with a U.S. chemical firm or fertilizer concern to diversify production and expand export sales.

Write: Amoniaco Portugues, Rua Silva Carvalho 234, Lisbon, Portugal. IR 75. WTD.

2893 Printing inks

A joint venture to produce printing inks and paints is sought by a Portuguese importer and manufacturer of these products.

Write: TIPOR (Tintas Portuguesas, SARL), Ponte de Odivelas, Odivelas, Lisbon, Portugal. IR 58. WTD.

A Portuguese wholesaler of enamels, printing inks and paints seeks a joint venture to produce lithographic ink and anti-rust paints.

Write: R.E.O.-Fabricas de Tintas Reunidas, Ld., Rua Santos Pousada, 755, Oporto, Portugal. IR 150. WTD.

3079 Plastic products

A large Portuguese steel company seeks to expand its activities in the plastics field through a licensing arrangement. The firm, which currently produces polyester sheets, is interested in producing plastic panels and other specialties for the construction industry.

Established in 1930, the Portuguese company has approximately 1,000 employees and maintains sales offices and warehouses in major cities throughout Portugal and Angola.

Write: F. Ramada, Acos & Industria, SARL, Ovar, Ovar, Portugal. IR 118. WTD.

3221 Glass bottles

Established in 1912, an Oporto glass bottle manufacturer seeks the participation of a U.S. firm in a venture to establish a new bottle manufacturing facility.

Write: Barbosa & Almeida, Rua Mousinho da Siveria, 62-1, Oporto, Portugal. IR 165. WTD.

3260 Ceramics

A joint venture to expand and develop its export trade is proposed by a Lisbon ceramics manufacturer. Established in 1886, the firm claims to have approximately 1,000 employees.

Write: Fabrica de Loica de Sacavem, Praca de Alegria 66, 2°/5°, Lisbon, Portugal. IR 80. WTD.

3310 Steel mills

A large Portuguese company with varied interests in commercial and industrial activities seeks the participation of U.S. firms in the establishment of four new major projects in Mozambique. These involve a steel mill, a cashew nut plant, a facility to produce sanitary and industrial porcelain and a cotton textile mill.

The Portuguese firm's industrial activities include the operation of cotton gins, oil extracting plants, timber concessions and construction work for the Government of Portugal and private concerns.

In addition, the company imports engines and motors, trucks and agricultural machinery and exports vegetable oil, soap and beeswax.

Write: Entreposto Comercial de Mocambique, Largo da Biblioteca Publica 10, Lisbon, Portugal. IR 53. WTD.

A joint venture with a U.S. steel company to expand operations in Angola is proposed by a Lisbon steel firm.

Established in 1945, the Portuguese firm has steel mills in Angola, Brazil and Portugal.

Write: Gilica Lda., Rua Garrett 61-4°, Esq. Lisbon, Portugal. IR 38. WTD.

3519 Engines

A license or similar arrangement to produce small diesel or gasoline engines for both the domestic and export market is sought by a Portuguese piston manufacturer.

Established in 1916, the Portuguese company employs about 300 people.

Write: Fabrica Pachancho—Antonio Peixote, Ltda., Braga, Portugal. IR 123. WTD.

Founded in 1910, this Portuguese manufacturer of pistons and small diesel engines seeks to expand operations through a licensing arrangement with a U.S. firm.

The Portuguese firm's modern, 86,000 sq. ft. plant is located in a new industrial area and has about 100 employees.

Write: Acacio Leite, SARL, Via Norte, S. Mamede Infesta, Portugal. IR 114. WTD.

3551 Food processing machinery

A license to manufacture and assemble food processing equipment for tomato paste, olive and citrus fruit plants is sought by a Lisbon manufacturer of electrical equipment and tomato drying and washing machinery.

The Portuguese firm was established in 1926 and has approximately 100 employees.

Write: Empresa de Construcoes Electricas, Av. Alvares Cabral 43, S/1, Lisbon, Portugal. IR 2. WTD.

A Lisbon importer and manufacturer of switches and electrical power equipment seeks a contractual arrangement with a U.S. firm to install and service all types of machinery for automated food plants and related fields.

Write: CETEC, Av. Antonio Augusto de Aguiar, No. 21, 4-E, Lisbon, Portugal. IR 66. WTD.

3552 Textile machinery

A Portuguese importer and manufacturer of such textile machinery as spinning frames and small carding machinery seeks a joint venture to expand operations.

Founded in 1963, the company currently has about 170 employees.

Write: Mecano-Textil, SARL, Part Outeiro. S. Mamaede, Oporto, Portugal. IR 113. WTD.

Established in 1946, this Portuguese textile loom manufacturer seeks to broaden his product line through a licensing or similar arrangement with a U.S. company to produce various types of textile machinery. The Portuguese company employs approximately 150 persons.

Write: Metalurgica Barros, Vila das Aves. St. Tirso, Portugal. IR 116. WTD.

3610 Electrical products

A Lisbon manufacturer of transformers and small electrical products seeks a joint venture to expand and modernize its operations.

Established in 1940, the firm has 40 employees.

Write: Electro Construtora de Carvalheiras, Lda., Rua de Mascarenhas de Melo, Lisbon, Portugal. IR 54. WTD.

3642 Lighting fixtures

A license to produce lighting fixtures and refrigeration equipment is sought by a Portuguese manufacturer of such enameled products as stoves, dishes and pans.

Established in 1936, the Portuguese firm has approximately 600 employees.

Write: Metalurgica Duarte Ferreira, Rua do Freixo, 989, Apartado 60, Oporto, Portugal. IR 184. WTD.

3714 Automotive parts

A Lisbon factory sales distributor of motor vehicle parts seeks a license or similar arrangement to manufacture automotive parts and accessories.

Write: Irpal-Industrias Reunidas de Acessorios e Peca para Automoveis, SARL, Travessa do Rosario 16, 3° Lisbon, Portugal. IR 217. WTD.

A Lisbon importer seeks a joint venture to manufacture rims for automobiles and tractors.

Write: Hans T. K. Langweg, Rua Conde Redondo, 12, 5°, E. Lisbon, Portugal. IR 8. WTD.

7011 Hotels

A Lisbon entrepreneur seeks a joint venture with an experienced U.S. hotel firm to establish a first-class hotel on a 2,500 square meter site in the center of Lisbon.

Technical know-how and management expertise is requested of a U.S. firm.

Write: Vicente Ribeiro L. de Sousa e Vasconcellos, Rua Castilho No. 35, Lisbon, Portugal. IR 27. WTD.

8911 Engineering services

The Lisbon engineering subsidiary of Portugal's largest industrial concern seeks an arrangement with a U.S. engineering firm to utilize U.S. advanced know-how in the design of chemical plants, oil refineries and steel mills.

The Portuguese firm claims to have worked on several major construction projects for subsidiaries of U.S. companies in Portugal.

Founded in 1963, the Lisbon company has about 300 employees.

Write: Companhia Profabril, Av. Infante Santo, No. 36, Lisbon, Portugal. IR 43. WTD.

French, German companies seek licensees to produce and distribute their products

U.S. firms offered rolling mill equipment, pipe couplings and patent rights on an imitation fur-producing machine

Two French companies and a German firm offer licensing opportunities to U.S. concerns to produce and distribute their products in the United States. A wide range of equipment for use in rolling mills is offered by one French producer and patent rights on a highly specialized machine for producing astrakhan imitation fur is presented by the other. The German company seeks a U.S. associate to manufacture its medium and high pressure pipe couplings.

For additional information concerning these products and the names and addresses of the manufacturers, **write:** Office of International Investment, Bureau of International Commerce, Department of Commerce Washington, D.C. 20230, referring to the appropriate File number assigned each opportunity.

A French firm seeks a U.S. licensee to manufacture its medium and high pressure pipe couplings. The French company would also consider a joint venture arrangement with a U.S. firm.

In the technique developed by the French firm the coupling has a sealing ring crimped by the coupled action of the cones of a body and nut. The metal used for the sealing ring is the same as that of the pipe to be coupled eliminating electrolytic corrosion.

Prior to installing the coupling, grooves are cut in the pipe with a simple tool which prevents surface defects. Several serrations are also cut in the inner face of the ring to insure positive pipe fit even under punishing conditions of operation, including vibration.

The firm claims its technique allows easy installation even in the largest sizes, the coupling remains watertight even after assembly and dismantling and that subject to the kind of pipe material utilized, the couplings can be used under a wide range of thermal and chemical conditions.

Fields of application include the aeronautical, automotive, railroad, nuclear energy, hydraulics, and chemical industry. **File 1466.**

A German firm, specializing in the manufacture of products for use in rolling mills seeks a U.S. licensee to manufacture and distribute the following line of products: 1) electric drive and control devices for all types of production equipment, including coiling units, cross cutting attachments, hydraulic presses and tube welding machines; 2) such automation equipment as gauge controlling units, decelerating and stopping equipment, and programming equipment; 3) measuring equipment including tensiometer equipment, digital length measuring equipment for cross cutting attachments, and elongation indicators for skin mills.

The German firm claims that it is not only well established on the European market, but is one of the leading producers in the field of electric drive and control equipment. **File 1467.**

A French manufacturer of astrakhan imitation fur made of cellulose acetate by a highly specialized machine seeks to grant the patent and know-how for this machine to a U.S. licensee. The French company would accept payment in the form of royalties or any other mutually satisfactory type of financial arrangement.

The French firm states it has been utilizing this machine for 20 years and exporting 70% of its astrakhan imitation fur to European countries, North Africa, Canada, South Africa and the United States. The company, which has an agent in the United States who sells primarily to clothing manufacturers, claims that no comparable product is produced in the United States. **File 1468.**

License to make ball valves sought by British producer

A well known British engineering and manufacturing firm with over 80,000 employees and 20 branch offices in the United Kingdom is interested in a licensing arrangement with a U.S. firm for the manufacture and distribution in the U.K. of medium to high pressure ball valves for oil and gas pipelines and similar applications.

The British firm does extensive business as electrical, mechanical and hydraulic engineers, contractors and aircraft manufacturers. It makes such widely diversified products as turbines, locomotives, television apparatus and nuclear power stations. It has world-wide representation through its subsidiaries and associated companies.

Write: The English Electric Co. Ltd., Valve Division, Netherton Works, Dunnings Bridge Rd., Netherton, Bootle 10, Lancashire, England. WTD.

Indian firm proposes venture for valves

Wants experienced U.S. partner to invest capital, technical aid

Located in Poona, about 120 miles from Bombay, a recently established Indian manufacturer of safety valves, exhaust silencers and cut out cocks seeks the participation of a U.S. firm in a project to produce various types of industrial valves.

An experienced U.S. company is asked for an undetermined financial contribution and technical assistance.

The Poona concern plans to establish a facility for making 1) pneumatic valves for compressors, 2) valves for boilers, 3) valves for diesel locomotives and 4) industrial valves required in oil refineries and the chemical industry. Utilities and communication and transportation facilities are available at the site. Current plans call for initially marketing the valves domestically.

The Poona company says it has not investigated the proposed project in depth and seeks the assistance of a potential U.S. partner in conducting a survey to ascertain the feasibility of the enterprise. The firm is also negotiating with the Indian Government for an industrial license to establish the proposed facility.

Reportedly, domestic producton cannot meet the present demand for valves in India and this demand is being met in part by imports. With the expected growth of the oil, pharmaceutical and chemical industries it is believed that the demand for industrial valves will continue to increase.

U.S. valve manufacturers interested in obtaining additional information about this opportunity should **write:** Tube Valves Manufacturers India (TVMI), "Hopecrest", Wanowri Rd., 19 Right Flank Lines, Poona, 1, India. WTD.

British phenolic resin firm seeks licenses

A Lancashire firm is interested in a licensing and/or cross-licensing arrangement with a U.S. company for the manufacture in the United Kingdom of specialized products within, or similar to, its present field of manufacture.

The British company is a well-established manufacturer of synthetic resins, specializing in phenol/formaldehyde resins. Sales are made exclusively to industrial outlets, mainly in the United Kingdom. Exports are on a limited scale to South Africa, Australia, New Zealand, Spain, Portugal, Italy and Argentina.

The company's production equipment includes steam-heated reaction vessels of various capacities, and crushing and grinding equipment. The firm is interested in processes which can be carried out using this equipment.

Write: Blackburn & Oliver Ltd., Lamberhead Industrial Estate, Pemberton, Wigan, Lancashire, England. WTD.

Licensing agreements sought by British firm for pumps, machine tools, equipment

A Staffordshire manufacturer of pumping sets and chemical plants is interested in negotiating licensing agreements with U.S. firms for the manufacture of specialist tower internals for chemical plants, machine tools and machine tools accessories.

The firm also manufactures and exports a wide range of centrifugal pumps and would be interested in manufacturing a complementary line. In cases where proposed manufacturing would necessitate extra equipment it would consider acquiring this.

According to the company, it has a fully equipped sheet metal shop capable of manufacturing 1/8th stainless steel, 8′ diameter to 30′ long, a plating shop for performing all operations in ½″ plate, vessels 8′ to 25′ long. In addition, there is a general machine shop which carries out all standard machining operations, maximum center lathe 13½″ centers, 8′ between centers, horizontal boring maximum diameter 4′.

The British firm is reportedly well organized and employs approximately 150 people.

For additional details **write:** Vanroy Ltd., Harvey Works, Lingard St., Burslem, Stoke-on-Trent, Staffordshire, England. WTD.

BLUE JEANS

A French manufacturer of raincoats, ski jackets and sportswear seeks a license to produce blue jeans and similar trousers for casual wear.

Established in 1937, the French company has about 50 employees and markets its products exclusively on the domestic market.

Write: Etablissements Eclair, 17 rue des Beurguignons, 92-Bois Colombes, France. WTD.

METAL PARKING LOT EQUIPMENT

A French manufacturer of hoisting and lifting equipment, metallic constructions, steel frameworks and related lines, seeks to diversify and expand operations through licensing arrangements with U.S. firms producing modern prefabricated metallic parking lot equipment, transportable, and suitable for temporary utilization of parking areas located in the vicinity of trade fairs, commercial exhibits, amusement parks, etc.; also fixed installations, such as sectional units, metallic gates, and related metallic structures.

The French concern, established in 1930 at Bordeaux, France, reportedly has a well-equipped modern plant employing 490. It may be interested in licensing proposals covering other categories of metallic equipment.

Write: Bordeaux-Sud, 1 Villa Croix-Nivert, 75-Paris, 15e., France. Attn: Mr. R. Deleu. WTD.

DIAZOTYPE EQUIPMENT AND PAPER

A license to produce Diazolid machines and sensitized-surface papers for Diazolid machines is sought by a Paris firm. The company specializes in the production of photographic and reproduction paper and imports Diazolid equipment and sensitized-surface papers.

Founded in 1900, the firm occupies offices and workshops covering 5,000 square meters. It claims annual sales of $3.4 million and has 300 employees, plus 20 traveling salesmen, who market the firm's products throughout France.

Write: Les Procedes Dorel, 45 rue de Tocqueville, Paris 17, France. WTD.

ELECTRONIC MEASURING EQUIPMENT

A Paris importer of electronic components and plastic coatings seeks a license to make tantalum capacitors and subminiature, microminiature, and trimmer potentiometers.

Established in 1958, the French firm has annual sales of $340,000 and employs 5 people.

Write: The Societe Europeenne d'Echanges Commerciaux—S.E.D.E.C.O., 5 rue Drouot, Paris 9, France. WTD.

CARBON PAPERS, INKED RIBBONS

A Belgian manufacturer of carbon papers, typewriter and accounting machine ribbons and stencils and inks seeks to expand operations through a joint venture with a U.S. firm.

Write: Filma S.A., 54-62 Rue du Brochet, Brussels, Belgium. Attn: Mr. Roger Contzen, Manager. WTD.

Partners of Alliance's first investment conference yields prospects for joint ventures

Several joint ventures are expected to result from the first investment conference sponsored through the Partners of the Alliance program.

The Partners program helps private individuals in the U.S. band together on a statewide basis to cooperate with similar nations or areas of Latin America, to promote their mutual benefit. Thirty-one states have entered into such arrangements.

The Texas Partners, who are paired with Peru, called the conference. The Peruvians think so highly of the program that they dispatched Celso Pastor, their ambassador to the U.S., to head a delegation of six Peruvian businessmen. About 100 Texans attended the conference.

The initial investments flowing from the meeting are expected to center on tourism and the food processing industry, according to Wade B. Fleetwood, who is Associate Director of the Partners of the Alliance. However, the conferees also discussed prospects for the chemical, banking and citrus industries.

Fleetwood expects more investment activity in the near future. "For example, Michigan is planning a conference in February, where a number of businessmen from British Honduras (Belize) will meet with potential Michigan investors."

Scottish firm seeks licenses to produce various equipment

A well-known and long-established Dundee designer and maunfacturer of food machinery and special purpose equipment would like to contact U.S. firms in the food and chemical industries who contemplate having their products manufactured under license in the United Kingdom.

The Scottish company is particularly interested in obtaining licenses for harvesting equipment, especially for soft fruits such as raspberries; powder filling machines for pharmaceutical and other industries; can unscrambling units, particularly for cans to be taken from retort cases; asceptic filling equipment; continuous cooking equipment, including that operating on the thermascrew or hollow flite principle; modern design kitchen equipment, and hospital equipment.

While the Dundee firm is essentially a manufacturer of equipment which serves the food and allied industries, it has extended its range in recent years to include automatic jam finishing lines, filling machines, mixers and industrial washing machines. It has also introduced automatic potato chip manufacturing plants, complete automatic plants for the continuous production of frozen products, and automatic fish block and fish processing lines.

For further information concerning this proposal **write:** Robert Kellie & Sons Ltd., 40 East Dock St., Dundee, Scotland. WTD.

South African firm seeks U.S. know-how to construct prefabricated houses

A South African engineering and construction firm seeks a licensing arrangement with a U.S. company to produce and erect low-cost prefabricated industrial housing.

A U.S. company is asked for patents, copyrights of designs, production techniques and special patents in the civil engineering field. No capital investment is requested of a U.S. participant. The type of payment to a U.S. licensor is open to negotiation.

The South African concern says that it engages in large building and construction projects including housing developments, irrigation and earth-moving projects, and road construction. The firm claims to have completed a housing development involving 500 homes and to have been awarded a contract for a project of 700 homes.

According to the firm, South Africa has a large potential for low cost housing and on projects exceeding $700,000 competition is very small.

To obtain additional information interested U.S. firms should **write:** The Pilex Foundation Co. (Pty.) Ltd., P.O. Box 195, Mossel Bay, Cape Province, Republic of South Africa. WTD.

Salt mining joint venture proposed by Peruvian miner

A Peruvian miner who has acquired extensive salt deposits close to the Pan American Highway from the Peruvian Government proposes a joint venture with an experienced U.S. firm.

Financial participation and technical know-how is requested of a U.S. partner in the venture.

The deposits are claimed to grade between 85% and 90% salt.

Write: Negociacion Minera del Sur, J. Oviedo V., Misti 102 (Yanahuara), P.O. Box 130, Arequipa, Peru. WTD.

Mexican manufacturer wants to produce ball bearings

A Mexico City manufacturer of pillow blocks seeks a license or joint venture to produce spherical outer ring ball bearings.

Currently this type of bearing is imported by the Mexican firm and utilized in the production of pillow blocks. Since the ball bearings are subject to Mexican Government import controls, however, the company believes it would be advantageous to make them in its own facility.

Payment to a U.S. licensor would be made on a royalty basis. In the case of a joint venture, a U.S. participant is invited to contribute capital, technical assistance and equipment.

Founded in 1965, the Mexico City firm has approximately 25 employees and markets its products throughout Mexico.

The manager of the Mexican firm is prepared to visit the United States to discuss any interesting proposals made by U.S. firms in response to this announcement.

U.S. ball bearing producers interested in obtaining further information about this opportunity should **contact:** LKS Rodamientos y Equipo, S.A., Moctezuma No. 12, Mexico 3, D.F., Mexico. Attn: Mr. Bernado Schoenfeld, General Manager. WTD.

Madagascar clothing firm seeks venture to expand

A Tananarive manufacturer of various types of outer clothing seeks to expand operations through an arrangement with a U.S. textile firm.

A U.S. participant is asked to provide quality cloth and designs and patterns.

To obtain additional information about this opportunity interested U.S. companies should contact: S. A. Dulong de Rosnay, 15 Rue de Liege, Tananarive, Malagasy Republic. WTD.

STEEL BRIDGES AND TOWERS

A German manufacturer of bridges, steel construction components, flood gates, containers and towers, located near Wilhelmshaven, is willing to grant a majority interest to a U.S. firm in some form of joint venture arrangement involving diversification and possible expansion, and would also be willing to discuss proposals for complete acquisition of the firm by a U.S. investor.

Write: Norddeutscher Eisenbau GmbH, Sande (Oldb.) Federal Republic of Germany. Attn: Mr. Arthur Krombach.

World Trade Opportunities

Yemen concern seeks quotes on various drugs, chemicals

The Yemen Drug Co. (for Commerce and the Pharmaceutical Industry), P.O. Box 40, Sanaa, Yemen Arab Republic, seeks quotations c.i.f., Hodeida, Yemen, for various drugs and chemicals.

The list follows: Acetyl salicylic acid, compressible granules—1,800 kg.; wheat starch—1,500 kg.; sodium citrate—50 kg.; sulphadiazine—1,500 kg.; acacia powder—300 kg.; talc powder—300 kg.; magnesium stearate—100 kg.; sulphaguanidine—1,200 kg.; iodochlorohydroxy quinoline—600 kg.; yeast powder, for tabletting—800 kg.; chloroquine phosphate—600 kg.; calcium sodium lactate—500 kg.; calcium phosphate (tribasic)—200 kg.

Also tartaric acid—20 kg.; sulphadimidine—350 kg.; sulphamerizine—350 kg.; ephedrine hydrochloride powder—20 kg.; lactose—500 kg.; ammonium chloride—150 kg.; potassium sulfaguiacolate—60 kg.; licorice fluidextract—60 kg.; gelatin granules—100 kg.; stearic acid powder—100 kg.; calcium PAS—600 kg.; phenobarbital—20 kg.; camphor (pharmaceutical)—5 kg.; eucalyptol—5 kg.; oil pini—3 kg.; tolu balsam fluidextract—6 kg.; chlopheniramine malcate—3 kg.; isoniazid—50 kg.

Also, nicotinamide—50 kg.; pantothenol—10 kg.; folic acid—1 kg.; vanilline powder—2 kg.; vitamin A (2,800,000 I.U.)—5 kg.; vitamin B_1—5 kg.; vitamin B_2—5 kg.; vitamin B_6—5 kg.; vitamin B_{12}—5 gm.; vitamin C (powder)—200 kg.; vitamin D_2 (40 million I.U.)—100 gm.; label glue for tins (powder)—50 kg.; label glue for tins (musilage)—250 kg. Pro-forma invoices preferred. Requests replies in English, via airmail.

Lebanon asks bids on urban planning studies and designs in Beirut

The Executive Council of Major Projects for the City of Beirut, Lebanon, is inviting international competition for the preparation of planning studies and designs for the establishment of two architectural units in two important central districts in Beirut.

The studies and plans must be conceived in harmony with the development of the country's civil planning and in light of the economic and social development of Lebanon. The projected urban development aims mainly at the renovation and/or reconstruction of two old districts covering an approximate area of 45,000 to 50,000 square meters each. The project includes the construction of trade, recreational and public buildings, underground garages, a link between the two districts, works of art to relieve traffic congestion, road network, etc.

The Executive Council is offering first, second, and third prizes in the respective amounts of $7,900.00, $3,155.00, and $1,580.00. The total project is expected to cost approximately $32 million. Plans submitted for the competition become the property of the Council.

Comprehensive documents relating to the special characteristics of each of the two districts, including maps and drawings, statistics on urban and commercial development of the area, as well as civil planning, building and expropriation laws in force in Lebanon may be consulted by a representative of interested firms at the Office of the Executive Council of Major Projects for the City of Beirut, Kantari St., Rizk-Helou Bldg., Beirut, Lebanon.

Bid deadline is Jan. 5, 1967 at 12:00 noon. Documents are to be submitted to the Executive Council for Major Projects of the City of Beirut, P.O.B. 5410, Beirut, Lebanon.

Conditions governing the competitions may be viewed in the Water Industries & Engineering Services Division, Rm. 4111, Main Commerce Bldg., Washington, D.C.

Iraq needs water supply construction

The Directorate General of Projects, Ministry of Municipalities & Works, Baghdad, Iraq, has invited tenders for the construction of a water supply scheme to service the Glass and Ceramic Factory and the Al-Warrar Army Camp at Ramadi Liwa. General conditions and specifications can be obtained from the Accounts Section of this Ministry on presentation of certificate of registration with the Chamber of Commerce and against payment of ID.50/($140.00) for each copy.

Tenders should be submitted to the Secretary of Purchases & Tenders Committee in the Directorate General of Projects, inside a sealed registered cover marked "Construction of Amalgamated Water Supply Scheme for Glass and Ceramic Factory and Al-Warrar Army Camp at Ramadi." Tenders should be submitted with an initial security deposit of ID.8000/- ($23,100.00) either in cash or by check endorsed by a bank or by a bank guarantee valid for 100 days after the date of closing of the tender. The bid deadline is set for c.o.b. Jan. 31, 1967.

Burma to buy farm machinery, equipment, veterinarian supplies

The Principal Veterinary Officer of Southern Shan State in the Union of Burma wishes to purchase a number of items of farm machinery and equipment as well as a quantity of veterinarian supplies.

Included in this tender are hammer mills, feed mixers, hay cutters, cattle and pig-weighing machines, electric incubators, film strip on liver fluke, milk cans, artificial insemination sets for cattle, pigs and poultry, egg testing and grading outfit and chick-sexing machines.

A copy of this tender may be obtained from the ACME Division, BDSA-584, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4319).

Prequalification bids wanted by Ecuador for water system expansion

The Secretaria de la Empresa de Aqua Potable (Calle Garcia Moreno No. 863, Quito, Ecuador) has invited prequalification bids for the expansion of Quito's municipal water system to include the construction of a water treatment plant and reservoirs with a capacity of from 1,250 to 2,500 liters per second (Contract No. 3). Firms which were prequalified for contracts Nos. 1 and 2 should so indicate in writing, adding any additional information deemed appropriate.

To prequalify under the Ecuadorean Law of Tenders, firms must furnish documentation attesting to their technical capacity and their moral and financial solvency. These documents shall be submitted in duplicate, one in English and one in Spanish, sealed in a single envelope addressed to the *Secretaria de la Empresa de Aqua Potable, Calle Garcia Moreno No. 863, Quito, Ecuador*. Specifications for the actual bid call will only be released to those firms that have prequalified.

To obtain prequalification documents, write in Spanish to Empresa de Aqua Potable de Quito, P.O. Box 1370, Quito, Ecuador S.A., or in English to Gannett-Fleming-Cordday and Carpenter, Inc. Engineers, P.O. Box 1963, Harrisburg, Pennsylvania, 17105.

Prequalification deadline is Jan. 13, 1967, at 5 p.m. This is an Inter-American Development Bank financed project. Only firms located in member countries may participate.

Brazil extends deadline to bid on port of Paranagua expansion construction

Brazil's Ministry of Public Works through the National Department of Ports and Waterways has extended the deadline of the public tender on expansion construction of the Port of Paranagua wharf for inflammables to Jan. 13, 1967, from Dec. 29. (INTERNATIONAL COMMERCE, Nov. 21, p. 24.)

The tender includes construction of 547 yards of new docks, with fill, four warehouses, installation of narrow-gage railroad lines, paving, and all other facilities.

Interested bidders can examine the one set of specifications, documents and ten drawings on this project in the U.S. Department of Commerce, Rm. 4014, BDSA, Washington, D.C.

Uruguay extends deadline for fertilizer plant

The Administracion Nacional de Combustibles, Alcohol and Portland, Seccion Licitaciones, Paysandu & Av. Agraciada, Montevideo, has extended the bid deadline for the supply of a complete fertilizer plant from Dec. 13 to Feb. 21, 1967. (INTERNATIONAL COMMERCE, Sept. 26, p. 26.)

World Trade Opportunities

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The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Australia to purchase VHF Omni-Range beacons

The Department of Civil Aviation, Commonwealth of Australia, has issued Tender No. C66/152, for quantity of at least 50 beacons with initial quantities of (10) MK I and (10) MK II VOR's.

Bid deadline is 2 p.m., April 4, 1967.

Bid should offer Mark I solid state low cost VOR, average power of 20 watts; Mark II medium power beacon of 50 watts for use in areas of high traffic density; both to operate in the frequency band 108 to 118 MC, emission to be horizontally polarized, all equipment to be provisioned with maintenance spares and test equipment.

Copies of tender announcement and specifications are available from the Office of the Secretary, Central Contract Board, Dept. of Civil Aviation, Third Floor, Sanderson House, 505 Little Collins St., Melbourne, Australia, or on a short-term loan basis to firms located in the United States from the Electronics Division, BDSA-658, Rm. 4125, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

Greece extends deadline for feed mills in Athens

The Agricultural Bank of Greece, Permanent Supplies Committee, 23 El. Venizelou St., Athens, has extended the bid deadline for the supply, installation, and start-up of 10 or 11 mixed feed plants for livestock and poultry from Sept. 1 to March 2, 1967. (INTERNATIONAL COMMERCE, May 16, p. 22 and June 6, p. 31).

Honduras wants prequalifications on road construction

The Direccion General de Caminos (Public Roads) in the Ministry of Communications & Public Works in Tegucigalpa invites road building contractors to submit prequalifying applications in order to bid on the construction of 373 miles of access roads.

Only contracting firms whose financial condition, technical knowledge and experience are sufficient to perform the work will be considered and may participate.

The project, expected to start work in March 1967, consists of 16 subprojects, each for constructing gravel, all-weather roads ranging between three and 68 miles in length, and located in the North, Central and Southern regions of Honduras, east of Tegucigalpa.

Mail, in sealed envelopes, the prequalification applications which should be received by 5 p.m. Honduras time, Jan. 31, 1967, to the Offices of Direccion General de Caminos Comayaguela, D.C., Honduras.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

011 Field crop farms

★★ PORTUGAL—Trade Mission

Wheat. Firm desires to represent wheat exporters in handling tenders for wheat in Portugal on competitive basis with foreign vendors. Empor-Empreendimentos Comerciais e Financeiros, Sarl, Rua Cavaleiro de Oliveira 41, 1°, Dto., Lisbon. WTD 9/14/66. TM 52.

Wheat, rye, corn, soy beans, sorghum. Estevam de Luna Amado (importer), Rua Augusta no 48, Lisbon. WTD 11/2/66. TM 19.

019 Miscellaneous commercial farms

★★ PORTUGAL—Trade Mission

Seeds, corn, sorghum and sudan grass. Alfredo Carneiro de Vasconcelos & Filhos (importer, exporter), Rua S. Joao, 111, Oporto. WTD 3/29/66. TM 90.

151 General building contractors

● **IRAQ**—Deadline extension to 12 noon, Dec. 31, for construction of Central Bank of Iraq Branch in Basra to submit bids to Consultant Architects Associated, Kubba Bldg., Saadoon St., Bagdad. (INTERNATIONAL COMMERCE, Sept. 19, p. 36; Sept. 12, p. 25).

162 Heavy construction, except highways, streets

● **JAPAN**—Penstock and appurtenant works for Yugami Power Station in Fukui Perfecture. International bidding for design, manufacture, installation. Bid deadline 3 p.m. (Japan Standard Time), Jan. 27, 1967. Electric Power Development Co., Ltd., 1-1 Marunouchi, Chiyoda-ku, Tokyo. Copy of specifications and conditions for bidding.★ (Telephone: 202-WO 7-3601).

● **PERU**—Construction and financing of water pier, 219 yd. deep x 30 yd. wide, of 113 yd. pilotage pier, 30 yd. wide, with ancillary works at port of Ilo, Dept. of Moquegua, southern coast of Peru. Project budgeted for $4,573,826 with guaranty deposit of $228,691 required. Completion of work to be in 500 calendar days. Tender No. 4, bid deadline 10 a.m., Feb. 14, 1967. Correspondence preferred in Spanish. Tender documents available upon payment of $186.00. **Write:** Direccion de Administracion Portuaria, Departamento Tecnico, Ministerio de Hacienda y Comercio, 10° piso, Lima.

Almost 300 leads—and here they are

A U.S. Trade and Industrial Development Mission, just back from Ireland and Portugal, brought almost 300 specific opportunities for doing business with firms in the two countries.

The export and import leads are listed in the World Trade Opportunities section of this issue of **International Commerce,** along with specific leads from other countries, by SIC number. The requests for licensing and joint venture agreements are published in the Investment Opportunities section.

The final report of the Mission—including on-the-spot impressions from each of the members, for each country—is scheduled to appear in the Jan. 16 issue.

The Mission was the first to be sent out by the Commerce Department's Bureau of International Commerce to Ireland and Portugal.

201 Meat products

ECUADOR—Cellulose sausage casings. Quotations c.i.f., f.o.b., Guayaquil. Direct purchase and agency. Rupert Vorbeck, Juan H. Krueger SAC (agent, manufacturer), Casilla Postal 2440, Quito. WTD 11/27/64.

201 Meat products

★★ IRELAND—Trade Mission

Canned meat, general line. ITM Ltd. (manufacturer, wholesaler), 76 Thomas St., Dublin 8. WTD in preparation. TM 21.

NETHERLANDS—Canned meats in institutional size packaging. Direct purchase and agency. Diederik N.V. (manufacturer, importer), 77 Mijlweg, Dordrecht. WTD 11/15/66.

202 Dairy products

★★ PORTUGAL—Trade Mission

Milk, powdered skim milk, whole milk; cheese, all types. Leitaria da Quinta do Paço-Peres, Sousa & Campos, Lda. (importer), Praça Guilherme Gomes Fernandes, 49, Oporto. WTD in preparation. TM 116.

203 Canning, preserving foods

AUSTRALIA—Shrimp, cooked, peeled, headless frozen, count 150/200 or 150/300 per lb., packed in five-pound polyethylene bags with six bags to a carton. Direct purchase and agency. Asti Trading Pty. Ltd. (importer, wholesaler, agent), Box 3860, G.P.O., Sydney, N.S.W. WTD 2/23/66.

FRANCE—Fish, fresh, raw or cooked frozen packaged, other sea food. Poirson & Cie—Nord Ocean (importer, wholesaler, agent, commission merchant), 10, Rue des Précheurs, Paris, 1er. WTD 11/3/66.

Fruit juices: canned, bottled or bulk; fruit juice concentrate (frozen). Requests replies in French. Produits Ora (importer, wholesaler), 5, Rue Fontaine-au-Roi, Paris, 11e. WTD 8/18/66.

★★ IRELAND—Trade Mission

Frozen peas, broccoli, shrimp. Batchelors Ltd. (manufacturer, importer), Bannow Rd., Cabra West, Dublin 7. WTD 12/16/65. TM 3.

Canned fruits, vegetables. ITM Ltd., (manufacturer, wholesaler), 76 Thomas St., Dublin 8. WTD in preparation. TM 20.

Concentrated fruit juices. C. S. Laird, Ltd., Drumshanbo, County Leitrim. WTD in preparation. TM 9.

Dehydrated fruits, vegetables. Denis Coakley & Co., Ltd. (wholesaler, importer), Lower Kevin St., Dublin 8. WTD 5/26/66. TM 4.

NETHERLANDS—Institutional size canned sea foods, specialities. Direct purchase and agency. Diederik N.V. (manufacturer, importer), 77 Mijlweg, Dordrecht. WTD 11/15/66.

★★ PORTUGAL—Trade Mission

Food products, all types. Industrias Alimentares e Comércio Geral, Sarl (wholesaler), Av. Almirante Reis, 77, Lisbon. WTD in preparation. TM 60.

Canned, dried fruit. Leitaria da Quinta do Paço-Peres, Sousa & Campos, Lda. (importer), Praça Guilherme Gomes Fernandes, 49, Oporto. WTD in preparation. TM 115.

204 Grain mill products

FRANCE—Corn-curls. Gold & Black (importer, dealer), Boite Postale No. 21—94 Joinville-le-Pont. WTD 9/21/66.

Rice, all grades, varieties, bulk and packaged, preferably clean rice from current to top quality. Direct purchase and agency. Soulès & Cie. (Ets.) (dealers, selling agents), 22 Quai de la Monnaie; 33- Bordeaux, Gironde. WTD 11/28/66.

★★ IRELAND—Trade Mission

Animal feed additives. St. Andrews Pharmaceuticals (wholesaler), 29 Henry St., Limerick. WTD in preparation. TM 38.

★★ PORTUGAL—Trade Mission

Mais, wheat, rice. Primex (importer), Av. Duque de Loule 77, Lisbon. WTD in preparation. TM 74.

207 Confectionery

FRANCE—Candied and glazed fruits, powdered cocoa, sweetened and unsweetened chocolate; salted nuts. Requests replies in French. Produits Ora (importer, wholesaler), 5, Rue Fontaine-au-Roi, Paris, 11e. WTD 8/18/66.

208 Beverage industries

FRANCE—Crushed fruits, for soda fountain use; concentrated fruit juices, for fountain use. Requests replies in French. Produits Ora (importer, wholesaler), 5, Rue Fontaine-au-Roi, Paris, 11e. WTD 8/18/66.

NETHERLANDS—Flavoring extracts and flavoring syrups, colors for bakers, confectioners use and ice cream industry. Direct purchase and agency. Diederik, N.V. (manufacturer, importer), 77 Mijlweg, Dordrecht. WTD 11/15/66.

209 Food preparations

FRANCE—Tea blending, coffee concentrates (instant coffee), coffee extracts, instant cocoa, instant chocolate. Requests replies in French. Produits Ora (importer, wholesaler), 5, Rue Fontaine-au-Roi, Paris, 11e. WTD 8/18/66.

★★ IRELAND—Trade Mission

Flavored yeast. Yalacta Health Foods (importer), 59A Percy Place, Dublin 4. WTD in preparation. TM 59.

ITALY—Best quality U.S. 50% protein soybean meal, 500/600 tons monthly, 2,000/2,500 tons quarterly, quotations desired f.o.b. New Orleans/Gulf Ports. Nutrix Industria Supermangimi S.p.A. (importer, exporter, manufacturer, commission agent), Zona Industriale Brancaccio, Palermo, Sicily. WTD 11/25/66.

NETHERLANDS—Shortening, food spices, ice cream mixes, ingredients for bakers, ice cream manufacturers. Direct purchase and agency. Diederik, N.V. (manufacturer, importer), 77 Mijlweg, Dordrecht. WTD 11/15/66.

211 Cigarettes

★★ IRELAND—Trade Mission

Cigarettes, popular brands. Orbit Sales Ltd. (importer), 47 Sth. William St., Dublin 2. WTD in preparation. TM 34.

212 Cigars

★★ IRELAND—Trade Mission

Cigars, general line of standard brands. Orbit Sales Ltd. (importer), 47 Sth. William St., Dublin 2. WTD in preparation. TM 35.

213 Tobacco, snuff

★★ IRELAND—Trade Mission

Tobacco, smoking, popular brands in can or pouch. Orbit Sales Ltd. (importer), 47 Sth. William St., Dublin 2. WTD in preparation. TM 36.

220 Textile mill products

SWEDEN—Fabrics of all kinds for bedspreads. AB Arvidssons Tapetserareverkstad (manufacturer, wholesaler), Box 43, Kinna. WTD 12/1/66.

221 Broad woven fabric mills, cotton

AUSTRIA—100% terry woven fabrics, 90-160 centimeters wide, printed, fast color guaranteed, for processing in own manufacturing plant; printed towels. Johann Garber & Sohn (manufacturer, wholesaler), Frottierwarenfabrik, Laudongasse 52, A-1080 Vienna. WTD 6/23/66.

222 Broad woven fabric mills, manmade, silk

FRANCE—Silk, manmade fiber fabrics for women's apparel, upholstery. Direct purchase and agency. Centre d'Achat Textile (importer, wholesaler), 16 Boulevard d'Athenes, 13- Marseille, 1er. WTD 11/25/66.

★★ PORTUGAL—Trade Mission

Manmade fibers, all kinds. Harker, Sumner & Ca. Lda. (wholesaler, importer), Rua de Ceuta 38-48, Oporto. WTD 5/11/65. TM 114.

223 Broad woven fabric mills, wool

FRANCE—Wool fabrics for women's apparel, upholstery. Direct purchase and agency. Centre d'Achat Textile (importer, wholesaler), 16 Boulevard d'Athenes, 13- Marseille, 1er. WTD 11/25/66.

SWEDEN—Lightweight tweeds. Schlasbergs Konfektionsfabrik AB (manufacturer), Landskrona. WTD 11/28/66.

225 Knitting mills, products

FRANCE—Full-fashioned hosiery, underwear, shirts (made in knitting mills). Requests replies in French. Societe Nouvelle d'Approvisionnements Textiles (importer, wholesaler, commission merchant), 36, Rue de Clery, 75 Paris (2e). WTD 11/15/66.

Sweat shirts, sweaters, sweater coats; knit underwear, outerwear for men, women of a novel character. Filatures des Trois Suisses (mail order house), Rue de la Centenaire, 59 Croix. WTD 4/15/66.

228 Yarn, thread mills, products

PAKISTAN—Multifilament nylon gut for use in sports goods industry. Saqalain Trading Company Ltd. (distributor, manufacturer), Greenwood St., Sialkot City, West Pakistan. WTD 11/22/66.

231 Men's, youths', boys' suits, coats, overcoats

AUSTRIA—Overcoats, jackets, rain, sportswear. Direct purchase and agency. B. Teller (manufacturer, exporter), Salztorgasse 5, A-1010 Vienna. WTD 8/12/64.

FRANCE—Men's, boys' suits, coats, overcoats. Requests replies in French. Socofin (wholesaler), 26, Rue Poissonniere, 75 Paris, 2e. WTD 11/10/66.

232 Men's, youths', boys' furnishings

FRANCE—Men's and boys' separate trousers. Requests replies in French. Socofin (wholesaler), 26, Rue Poissonniere, 75 Paris, 2e. WTD 11/10/66.

Men's and boys' underwear and shirts (made from purchased woven or knit fabric). Requests replies in French. Societe Nouvelle d'Approvisionnements Textiles (importer, wholesaler, commission merchant), 36, Rue de Clery, 75 Paris (2e). WTD 11/15/66.

Polo shirts, sport shirts, of a novel character. Filatures des Trois Suisses (mail order house), Rue de la Centenaire, 59 Croix. WTD 4/15/66.

233 Women's, misses', juniors' outerwear

AUSTRIA—Women's suits, jackets, overcoats, rain and sportswear. Direct purchase and agency. B. Teller (manufacturer, exporter), Salztorgasse 5, A-1010 Vienna. WTD 8/12/64.

FRANCE—Women's and misses' blouses, dresses, suits, skirts, coats. Requests replies in French. Socofin (wholesaler), 26, Rue Poissonniere, 75—Paris, 2e. WTD 11/10/66.

234 Women's, misses', children's, infants' under garments

FRANCE—Women's, misses', childern's, infants' underwear. Requests replies in French. Societe Nouvelle d'Approvisionnements Textiles (importer, wholesaler, commission merchant), 36, Rue de Clery, Paris, 2e. WTD 11/15/66.

Women's, misses', children's, infants' underwear, nightwear. Requests replies in French. Benz & Cie (mail order house), 16, Boulevard Sainte-Agathe, 06 Nice. WTD 11/14/66.

239 Fabricated textile products

SWEDEN—Curtains. AB Arvidssons Tapetserareverkstad (manufacturer, wholesaler), P.O. Box 43, Kinna. WTD 12/1/66.

241 Logging camps, contractors

FRANCE—Rough timber. Leon Groscot (importer, wholesaler), 118-122, Rue de Lagny, 93-Montreuil-sous-Bois. WTD 11/4/66.

242 Sawmills, planing mills

★★ IRELAND—Trade Mission

American oak. Doyle & O'Sullivan, Ltd. (importer), 135 St. Stephen's Green, Dublin 2. WTD in preparation. TM 43.

★★ PORTUGAL—Trade Mission

Lumber, all types. Comundo, Sarl (manufacturer, importer, exporter), Av. 5 de Outubro 56, Lisbon. WTD 10/27/65. TM 42.

243 Millwork, veneer, plywood, prefabricated structural wood products

★★ IRELAND—Trade Mission

Flush door plywood, laminated doors, Douglas Fir plywood. Doyle & O'Sullivan Ltd., 135 St. Stephen's Green, Dublin 2. WTD in preparation. TM 31.

252 Office furniture

★★ IRELAND—Trade Mission

Office furniture, all types. Firm seeks exclusive representation as distributor. Hely's Limited (importer, exporter, wholesaler, retailer), Dame St., Dublin 2. WTD 10/5/66. TM 13.

★★ PORTUGAL—Trade Mission

Office furniture, metal and wood. Comundo, Sarl (manufacturer, importer, exporter), Av. 5 de Outubro 56, Lisbon. WTD 10/27/65. TM 40.

254 Partitions, shelving, lockers, office, store fixtures

★★ IRELAND—Trade Mission

Office equipment, fixtures. Firm seeks exclusive representation as distributor. Hely's Ltd. (exporter, retailer, wholesaler, importer), Dame St., Dublin 2. WTD 10/5/66. TM 14.

259 Furniture, fixtures

★★ IRELAND—Trade Mission

Office furniture, equipment. Firm seeks exclusive representation as distributor. Hely's Ltd. (importer, exporter, wholesaler), Dame St., Dublin 2. WTD 10/5/66. TM 15.

THAILAND—Complete range of restaurant and bar equipment for self-service cafeteria, preferably small units. Request catalogs, specifications, quotations. Little Home Bakery (bakery, restaurant), 99-105 Vorachak Rd., Bangkok. WTD 7/28/65.

262 Paper mills

FRANCE—File folders (office supplies). Request replies in French. Direct purchase and agency. Organisation Technique Mecanographique—(Maurice Gueret) (importer, wholesaler, retailer, agent), 5, Rue du Cloitre St Merri, Paris, 4e. WTD 11/3/66.

PAKISTAN—Kraft paper 29" x 44" grs 40, 36" x 34" grs 44, tissue paper white and colors 20" x 30", 18/19 grs. Twinkle Industries (manufacturer), Ahmadpura, Sialkot, West Pakistan. WTD 11/22/66.

★★ PORTUGAL—Trade Mission

Wrapping paper, all kinds. Lusomax, Sociedade de Importacao e Exportacao, Lda. (importer), Rua dos Correeiros, 113, 3-D, Lisbon. WTD 3/19/65. TM 66.

264 Converted paper, paperboard products

FRANCE—Paper envelopes: printed or unprinted, cellophane adhesive tapes, eyelets, labels, manila folders. Requests replies in French. Direct purchase and agency. Organisation Technique Mecanographique (Maurice Gueret) (importer, wholesaler, retailer, agent), 5, Rue du Cloitre St. Merri, Paris, 4e. WTD 11/3/66.

★★ IRELAND—Trade Mission

Stationery, envelopes for personal and office use. Firm seeks exclusive representation as distributor. Hely's Ltd. (importer, exporter, wholesaler, retailer), Dame St., Dublin 2. WTD 10/5/66. TM 12.

278 Bookbinding industries

FRANCE—Loose leaf binders. Requests replies in French. Direct purchase and agency. Organisation Technique Mecanographique—(Maurice Gueret) (importer, wholesaler, retailer, agent), 5, Rue du Cloitre St. Merri, Paris, 4e. WTD 11/3/66.

281 Industrial chemicals

● **BURMA**—Creosote oil, 200,000 imperial gallons, BSS144/54, to be packed in new 18-gauge steel drums containing about 42 imperial gallons each weighing about 205 kgs each. Tender No. PAYALA/YAUNG/DATU-18/4/66-67. Bid deadline Dec. 31. Marketing Manager, People's Oil Industry, P.O. Box 1049, 622 Merchant St., Rangoon, Burma.★ (Telephone 202-WO 7-2067).

FRANCE—Industrial chemicals, such as acetic, chloroacetic, adipic, formic, oxalic and tartaric acids and their metallic salts; solvents: amyl, butyl and ethyl alcohols; polyhydric alcohols, etc. Direct purchase and agency. Chimie Industrie Representation (importer, subcontractor, wholesaler), 53, Rue Claude Lorrain, Paris, 16e. WTD 3/29/66.

Activated carbon of good quality for use by wine industry (for purifying, deodorizing and decolorizing), packed in 50-kilogram jute bags (paper- or plastic lining). Importation by lots of 5 or 10 metric tons. Samples, price quotations requested. J. Laffort & Cie. (Societe) (importers, exporters, wholesalers), c/o Mr. Guy Toulouse, 126 Quai de La Souys, 33- Bordeaux-Bastide, Gironde. WTD 5/18/65.

NETHERLANDS—Industrial chemicals and raw materials for soap and detergent industry, for anti-corrosion products, for pesticides and insecticides and pharmaceutical industries. Ethylene, oxide and derivatives, aromatic solvents, xylene, toluol, solvent naphthalene, hexane, cyclohexane, acetone, acrylonitirle, butyl acetate and alcohol, industrial alcohols, cresols, phtalic anhydride, petro chemicals, hardening accelerators, catalyzers for plastics. Direct purchase and agency. Saremine N.V. (import, export, wholesale), 34 Zeekant, The Hague. WTD 8/30/66.

282 Synthetic materials

ECUADOR—Polystyrene resins with blowing agent for production of block molding. Quotations c.i.f., f.o.b. Guayaquil. Direct purchase and agency. Rupert Vorbeck, Juan H. Krueger SAC (importer, wholesaler, agent, manufacturer), Casilla Postal 2440, Quito. WTD 11/27/64.

High-pressure polyethylene for extrusion, injection and blow-molding. Quotations c.i.f., f.o.b., Guayaquil. Direct purchase and agency. Rupert Vorbeck, Juan H. Krueger SAC (importer, wholesaler, agent, manufacturer), Casilla Postal 2440, Quito. WTD 11/27/64.

FRANCE—Plastic adhesives. Requests replies in French. Polynyl S.A. (importer, wholesaler, agent), 180, Rue La Fayette, Paris, 10e. WTD 4/13/66.

Thermoplastics; additives for plastics. Transcoplastic (manufacturer), Boite Postale 9—Aix-en-Othe (10). WTD 11/10/66.

★★ IRELAND—Trade Mission

Substandard and second choice manmade fibers for own processing. Current interest uncrimped rayon, tow and cut staple. Campbell & Walker, Ltd. (manufacturer, importer, exporter), P.O. Box 219, Walkinstown, Dublin 12. WTD in preparation. TM 10.

PAKISTAN—Thermoplastic moulding compound. Olympia Agencies (importing distributor), Mile Stone 4, Multan Rd., Lahore, West Pakistan. WTD 11/8/66.

★★ PORTUGAL—Trade Mission

Plastics materials. Socolal—Comercio e Industria, Sarl (Sonacel) (manufacturer, exporter), Estrada Marginal, Freixo, Oporto. WTD 10/19/66. TM 110.

Plastic materials, all types. Direct purchase and agency. Cucor, Cunhos e Cortantes de Portugal, Lda. (manufacturer), Rua da Padaria 15-2°, D., Lisbon. WTD in preparation. TM 62.

Synthetic rubber. Estabelecimentos J. C. Andrade & Ca., Sarl (importer), Rua da Restauracao 317, Oporto. WTD 5/25/66. TM 123.

283 Drugs

★★ IRELAND—Trade Mission

Chemical specialties. Direct purchase and agency. George Bernard O'Brien (commission agent), Doire Na Fianna, Boreenmanna Road, Cork. WTD in preparation. TM 73.

Veterinary medicines, animal health products. Direct purchase and agency. Henry Bell Ltd. (manufacturer, importer), Exchange St., Waterford. WTD in preparation. TM 60.

Vitamins. Yalacta Health Foods (importer), 59A Percy Place, Dublin 4. WTD in preparation. TM 58.

New veterinary medicines. Direct purchase and agency. Val Demery, F.R.C.V.S. (veterinarian), 5 Proby Square, Blackrock, Co. Dublin. WTD in preparation. TM 42.

★★ PORTUGAL—Trade Mission

Medical products, particularly to be formulated or processed for the Portuguese market. A. Gama Rocha & Fos. (exporter), Rua do Campo Alegre, 1443, Oporto. WTD 3/9/66. TM 111.

Veterinary supplies, pharmaceuticals for human or veterinary use. Sabiol (importer, wholesaler, retailer), Travessa do Almada 12, 1°, D., Lisbon. WTD in preparation. TM 48.

Pharmaceutical products, all types. Comundo, Sarl (manufacturer, importer, exporter), Av. 5 de Outubro 56, Lisbon. WTD 10/27/65. TM 28.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

FRANCE—Perfumes: natural and synthetic. Requests replies in French. Benz & Cie (mail order house), 16 Boulevard Sainte-Agathe, 06 Nice. WTD 11/14/66.

NETHERLANDS—Emulsifiers for bakery, ice cream industries. Direct purchase and agency. Diederik N.V. (manufacturer, importer), 77 Mijlweg, Dordrecht. WTD 11/15/66.

285 Paints, varnishes, lacquers, enamels

FRANCE—Plastic texture paints; paste and dry. Direct purchase and agency. Chimie, Industrie, Représentation (importer, subcontractor, manufacturer, wholesaler), 53, Rue Claude Lorrain, Paris 16e. WTD 3/29/66.

287 Agricultural chemicals

● **INDIA**—Phosphatic fertilizer, about 15,000 metric tons (expressed as P_2O_5) per annum, for three years, in bulk, with as little nitrogen and as much water soluble P_2O_5 as possible. Some listed examples of high analysis water soluble phosphatic materials and quantities desired follow: 11-48-0, 0-48-0, 18-46-0, 30,000 tons each, 15-60-0, 25,000 tons. Deliveries for later part of 1967. Bid deadline Jan. 24. Chief Purchase Officer, Fertilizer Corp. of India Ltd. (Trombay Unit), Bombay-74 (AS). Details and tender papers may be obtained from above address on payment of RS.5 before Dec. 30.★ (Telephone: 202-WO 7-3465).

PERU—Urea fertilizer; quotations to compete with European producers. Requests replies in Spanish. Pastor Boggiano S.A. (importer, retailer, wholesaler), Apartado 230, Chiclayo. WTD 5/19/66.

SURINAM—Synthetic fertilizers; triton X-114 and X-45; dithane M-22 and M-45; polivinyl alcohol (powder). I. Fernandes & Son (importer, manufacturer), P.O.B. 1834, Paramaribo. WTD 9/3/65.

289 Chemical products

ECUADOR—Synthetic resin adhesives for woodworking. All types of useaformaldehyde-condensation products in powder and liquid form, without filler, together with corresponding hardening materials, as well as insecticides for use in plywood manufacture. Quotations c.i.f., f.o.b. Guayaquil. Direct purchase and agency. Mr. Rupert Vorbeck, Juan H. Krueger SAC (importer, wholesaler, agent, manufacturer), Casilla Postal 2440, Quito. WTD 11/27/64.

● **GREECE**—Dynamite, 200 tons. Ministry of National Defense, Military, Service of Reconstruction Projects, A.E.P.Y.S., 3 Acadenias St., Athens, Greece. Telephone: 202-WO 7-2067).

★★ PORTUGAL—Trade Mission

Carbon black. Estabelecimentos J. C. Andrade & Ca., Sarl (importer), Rua da Restauração 317, Oporto. WTD 5/25/66. TM 122.

291 Petroleum refining

FRANCE—Lubricating greases, oils, produced in petroleum refineries. Direct purchase and agency. Chimie, Industrie, Representation (importer, subcontractor, manufacturer, wholesaler), 53, Rue Claude Lorrain, Paris, 16e. WTD 3/29/66.

299 Products of petroleum, coal

● **BURMA**—Miscellaneous petroleum lubricants and compounds, estimated quantity, 20,000 lb. Tender No. 70(T)MCY-CHK/POI (66-67), bid deadline Jan. 10, 1967. General Manager, Procurement, People's Oil Industry, Merchant St. Rangoon.★ (Telephone: 202-WO 7-2355).

FRANCE—Lubricating oils, greases (not made in petroleum refineries). Direct purchase and agency. Chimie, Industrie, Representation (importer, subcontractor, manufacturer, wholesaler), 53, Rue Claude Lorrain, Paris, 16e. WTD 3/29/66.

★★ PORTUGAL—Trade Mission

Oils, greases. Estabelecimentos J. C. Andrade & Ca., Sarl (importer), Rua da Restauracao 317, Oporto. WTD 5/25/66. TM 124.

306 Fabricated rubber products

FRANCE—Erasers. Requests replies in French. Direct purchase and agency. Organisation Technique Mecanographique—(Maurice Gueret) (importer, wholesaler, retailer, agent), 5, Rue du Cloitre St Merri, Paris 4e. WTD 11/3/66.

PAKISTAN—Butyl bagomatic bladders; valve latex soccerball bladders. Saqalain Trading Co. Limited (distributor, manufacturer), Greenwood St., Sialkot City, West Pakistan. WTD 11/22/66.

307 Plastic products

FRANCE—Teflon, semi-manufactured shapes and products; copper clad teflon sheet. France-Importation (importer, wholesaler), 123, Rue de Billancourt, 92 Boulogne-Billancourt. WTD 2/1/66.

Plastic sheets. Requests replies in French. Polynyl S.A. (importer, wholesaler, agent), 180, Rue La Fayette, Paris, 10e. WTD 4/13/66.

★★ PORTUGAL—Trade Mission

Plastic silos. Alfredo Carneiro de Vasconcelos & Filhos (importer, exporter), Rua S. Joao, 111, Oporto. WTD 3/29/66. TM 94.

315 Leather gloves

PAKISTAN—Leather dress gloves, for men, women; leather driving gauntlets. F. D. Dosondi & Co. (manufacturer), Greenwood St., Sialkot, West Pakistan. WTD 11/22/66.

322 Glass, glassware

FRANCE—Glass tableware. Requests replies in French. Benz & Cie (mail order house), 16, Boulevard Sainte-Agathe, 06 Nice. WTD 11/14/66.

● **SUDAN**—Glass tumblers, ¾ pint, 9600. Tender No. 3546, bid deadline Jan. 16, 1967.

Office of Controller of Stores, Sudan Railways, Atbara.★ (Telephone: 202-WO 7-4387).

324 Cement, hydraulic

● **BURMA**—10,000 tons cement, ordinary Portland, to B.S. 12: 1958 or equivalent. Packing in six-ply (five layers of 80 gm/sqm. and one inner bituminous layer of 100 gm/sqm.) kraft paper bags, valve sewn one cwt. net each, with 3% empty paper bags to be supplied free of charge. (Test report of cement and sample of empty cement bags to be used must be submitted along with tender). Tender No. 137/T/CONST/PWC/66-67, bid deadline Dec. 31. Prices to be quoted net; delivery within two months after receipt of letter of credit, in four lots of about 2,500 tons per shipment. Public Works Corp., No. 60, Shwedagon Pagoda Rd., Rangoon. Cable "DREWORKS". Invitation, instructions and terms.★ (Telephone: 202-WO 7-3601).

326 Pottery, related products

FRANCE—Semivitreous and vitreous china household tableware. Requests replies in French. Benz & Cie (mail order house), 16, Boulevard Sainte-Agathe, 06 Nice. WTD 11/14/66.

329 Abrasive, asbestos, miscellaneous non-metallic mineral products

★★ IRELAND—Trade Mission

Fiber-glass material for use in boat building. Munster Marine (manufacturer), "Kokanee", Marina, Blackrock, Cork. WTD in preparation. TM 62.

PAKISTAN—Mica and its by-products. Olympia Agencies (importing distributor), Mile Stone 4, Multan Rd., Lahore, West Pakistan. WTD 11/8/66.

331 Steel mill products

FRANCE—Steel staples; wire and cut, for use as office supplies. Requests replies in French. Direct purchase and agency. Organisation Technique Mecanographique (Maurice Gueret) (importer, wholesaler, retailer, agent), 5, Rue du Cloitre St Merri, Paris, 4e. WTD 11/3/66.

PAKISTAN—Stainless steel sheet, ms sheets, copper sheets, brass sheets, tool steel sheets, die steel sheets, and ms tubes round 5/16" dia, 20 gauge, lengths in multiples of 28", pig iron foundry grade. Olympia Agencies (importing distributor), Mile Stone 4, Multan Rd., Lahore, West Pakistan. WTD 11/8/66.

★★ PORTUGAL—Trade Mission

Steel bars, rods, plates, sheets, structural shapes, etc. Comundo (manufacturer, importer, exporter), Sarl, Av. 5 de Outubro 56, Lisbon. WTD 10/27/65. TM 37.

Steel rods, bars, plates, sheets. Irapal, Industrias Reunidas de Acessorios e Pecas para Automoveis, Sarl Travessa do Rosario, 16—3—, Lisbon. WTD in preparation. TM 130.

Tubing for oil refineries. Hans T. K. Langweg (importer, exporter), Rua Conde Redondo, 12, 5° E., Lisbon. WTD in preparation. TM 3.

● **SUDAN**—Smithy coke, 400 metric tons. Analysis: size ¾" to 1½", ash 11% volatile 1.75%, fixed carbon 87.25%; sulphur 1%, ash fusion (in reducing atmosphere) 1440°C., moisture 4-5%, calorific value about 12,300 B.T.U.S. Tender No. 3651, bid deadline Dec. 22. Office of Controller of Stores, Atbara or Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James's, London, S.W. 1.★ (Telephone: 202-WO 7-4685).

333 Primary smelting, refining of nonferrous metals

FRANCE—Lead ingots. Requests replies in French. Etablissements Leon Mager (importer, wholesaler), 52-54, Rue de la Roquette, Paris, 11e. WTD 5/25/66.

334 Secondary smelting, refining of nonferrous metals, alloys

FRANCE—Nonferrous metals and scraps. Requests replies in French. Etablissements B. Eisemberg (importer, wholesaler), 19, Rue de la Republique—93 Montreuil-sous-Bois. WTD 5/25/66.

342 Cutlery, hand tools, general hardware

FRANCE—Small hand tools, hardware, such as screen saddlery, screen-door, trunk luggage, furniture hardware. Request replies in French. Benz & Cie (mail order house), 16, Boulevard Sainte-Agathe, Nice (06). WTD 11/14/66.

★★ IRELAND—Trade Mission

Ship's stores, general hardware. Mac's Stores (wholesaler, retailer), West Beach, Cobh, Co. Cork. WTD in preparation. TM 74.

General hardware for use in building industry. Direct purchase and agency. Desmond Dalton Limited (importer, exporter), 13 Merrion Row, Dublin 2. WTD in preparation. TM 55.

Building hardware, hand tools. Thos. Heiton & Co. Ltd. (importer, wholesaler), 37 Georges Quay, Dublin 2. WTD in preparation. TM 44.

NORWAY—Hobby tools, equipment, do-it-yourself articles. Direct purchase and agency. A/S Ivar D. Nygaard (wholesaler), Gronlandsleret 31, Oslo 1. WTD 11/22/66.

343 Heating apparatus, plumbing fixtures

FRANCE—Trash incinerators; carton and paper destroyers, and related waste and garbage burners; small and medium sizes, indoor, outdoor types; for institutional, commercial use. Catalogs, price lists requested. Banette & Cie. (Societe) (manufacturer), 3-5 Rue Paul-Denuce; 33- Bordeaux, Gironde. WTD 11/23/66.

Gas-heating equipment, such as gas burners, combination gas-oil burners, gas heaters. Direct purchase and agency. Sedery (importer, manufacturer, wholesaler), Avenue de Montcy Notre Dame, Montcy Sainte Pierre (08). WTD 4/14/66.

Accessories for hot-water heating: faucets, spigots, etc.; accessories for fuel oil heating: gauge cocks, oil-pressure gauges, filters, exhaust flaps, etc. Airgaine (importer, wholesaler), 30, Rue Anizan-Cavillon, 93 Le Bourget (Seine St. Denis). WTD 5/19/65.

GERMANY—Flexible duct connectors, damper linkage and hardware, damper quadrants, damper regulators, duct tape, twin strip louver runners, turning vanes, vane runners, sheet metal screws, air diffusers, all for use in heating and air-conditioning installations. Offers should be on c.i.f. Hamburg basis. Requests replies in German. Direct purchase and agency. Hermann Wiedemann (importer, wholesaler), Hildesheimer Strasse 68, 3011 Rethen/Leine. WTD 1/6/66.

★★ IRELAND—Trade Mission

Plumbing fittings, heating equipment. Thos. Heiton & Co. Ltd. (importer, wholesaler), 37 Georges Quay, Dublin 2. WTD in preparation. TM 45.

★★ PORTUGAL—Trade Mission

Radiators, baseboard heating equipment, kitchen sinks. Direct purchase and agency. Mafatil (importer), Praca da Alegria, No. 58, 3°, E., Rm. B, Lisbon. WTD in preparation. TM 23.

344 Fabricated structural metal products

● **BURMA**—Supply of stores: Quotations for foundation pipe piles for pier foundation—22,940 rft.; two low head single leaf sluice gates (8′ x 12′) complete; two low head single leaf sluice gates (6′ x 12′) complete. Tender No. 1 (T) CONSTRN/IRR/66-67, bid deadline Jan. 10, 1967. The Chief Engineer, Irrigation Dept., 9/21 Strand Rd., Rangoon.★ (Telephone: 202-WO 7-3601).

● Firm quotations for supply of one radial gate complete with hoisting mechanism for Yezin Irrigation Project. Tender No. 1(T) CONSTRN/IRR/66-67, YZ, bid deadline Jan. 14, 1967. Chief Engineer, Irrigation Dept., 9/21 Strand Rd., Rangoon.★ (Telephone: 202-WO 7-3601).

● Firm quotations for supply of one radial gate complete with hoisting mechanism for Pyaungbya Dam Project. Tender No. 1 (T) CONSTRN/IRR/66-67, PYA, bid deadline Jan. 14, 1967. Chief Engineer, Irrigation Project, 9/21 Strand Rd., Rangoon.★ (Telephone: 202-WO 7-3601).

★★ IRELAND—Trade Mission

Aluminum Windows, siding. Direct purchase and agency. Desmond Dalton Ltd., 13 Merrion Row, Dublin 2. WTD in preparation. TM 54.

● **MALAYSIA**—Supply, delivery and erection of high and low pressure pipework, pumps and storage tanks for two new 60 mw plants in the thermal power station at Port Dickson. Tender No. 1428/15, bid deadline Feb. 1, 1967. Preece, Cardew & Rider, Fifth Floor, Mercantile Bank Bldg., 19/21 Market St., Kuala Lumpur. Tender documents will be available from Preece, Cardew and Rider, 8, 10 and 12 Queen Anne's Gate, London, S.W. 1, England from Dec. 1 on payment of $10 (non-refundable).

346 Metal stampings

FRANCE—Metallic paper fasteners. Direct purchase and agency. Requests replies in French. Organisation Technique Mecanographique (Maurice Gueret) (importer, wholesaler, retailer, agent), 5, Rue du Cloitre St Merri, Paris 4e. WTD 11/3/66.

347 Coating, engraving, services

PAKISTAN—Electroplating compounds, materials. Olympia Agencies (importing distributor), Mile Stone 4, Multan Rd., Lahore, West Pakistan. WTD 11/8/66.

★★ PORTUGAL—Trade Mission

Rust-proofing material. Direct purchase and agency. Cucor-Cunhos e Cortantes de Portugal, Lda. (manufacturer), Rua da Padaria 15-2°, D., Lisbon. WTD in preparation. TM 63.

348 Fabricated wire products

FRANCE—Wire paper clips. Requests replies in French. Direct purchase and agency. Organisation Technique Mecanographique (Maurice Gueret) (importer, wholesaler, retailer, agent), 5, Rue du Cloitre St Merri, Paris, 4e. WTD 11/3/66.

349 Fabricated metal products

FRANCE—Metal, insulated, fire-resistive safes. Agostini Freres & Cie (manufacturer, wholesaler, retailer), 160, Rue Oberkampf, Paris, 11e. WTD 9/21/65.

Accessories for hot air, hot water and fuel oil heating, such as heating thermostatic traps, valves, pipe fittings, etc. Airgaine (importer, wholesaler), 30, Rue Anizan-Cavillon, 93 Le Bourget (Seine St Denis). WTD 5/19/65.

Mail boxes. Requests replies in French. Direct purchase and agency. Organisation Technique Mecanographique—(Maurice Gueret) (importer, wholesaler, retailer, agent), 5, Rue du Cloitre St Merri, Paris, 4e. WTD 11/3/66.

NETHERLANDS—Water, waste valves. Direct purchase and agency. N.V. Hydrochemie (import, wholesale), 29 Nieuwe Uitleg, The Hague. WTD 12/21/65.

351 Engines, turbines

★★ **IRELAND—Trade Mission**

Hydraulic turbines for industrial use. Power & Chemical Plant Co., Ballymore Eustace, Co. Kildare. WTD in preparation. TM 23.

● **JAMAICA**—Bidding documents will soon be available for supply of a 60 MW thermal electric power extension to the Old Harbour Power Station. The Jamaica Public Service Co. Ltd., Kingston, Jamaica. Financing by IBRD. Interested parties should contact Jamaica Public Service Co. Ltd., Stone & Webster Engineering Corp. Agent, 2120 West 8th St., Los Angeles, Calif. 90057. Attention: H. I. Regan, Purchasing Agent.

PORTUGAL—Diesel and gasoline-started kerosene engines, up to 8 H.P., especially for agricultural use. Direct purchase and agency. Herbert W. Cassels, Filhos & Ca. Lda. (importer, retailer, wholesaler), Rua Mousinho da Silveira, 191, Oporto. WTD 5/3/66.

352 Farm machinery

FRANCE—Small horticultural implements, battery-operated. Jacques Fleury, S.A. (importer, dealer), 2, Rue du Portail, 13 Marseille, 3e. WTD 11/17/66.

★★ **IRELAND—Trade Mission**

Farm machinery, barrows, tractors, reapers, harvesters. Direct purchase and agency. Thomas Thompson & Son Ltd. (manufacturer, importer), Hanover Works, Carlow. WTD in preparation. TM 64.

Milling, drying, storing equipment. Desires agency or direct purchase. Semac Ltd. (manufacturer, importer, exporter), Montfort Bldgs., 54 Eccles St., Dublin 7. WTD in preparation. TM 37.

★★ **PORTUGAL—Trade Mission**

Fruit and vegetable picking machines. Direct purchase and agency. Cucor Cunhos e Cortantes de Portugal, Lda. (manufacturer), Rua da Padaria 15-2°, D, Lisbon. WTD in preparation. TM 61.

Farm machinery, equipment, all types. Direct purchase and agency. Sabiol (importer, wholesaler, retailer), Travessa do Almada 12, 1°, D., Lisbon. WTD in preparation. TM 49.

Spare parts for tractors. Macontil-Maquinas para Construcoes e Industrias, Lda., Rua Vieira da Lisva, no. 46, 2°, Alcantara. Lisbon. WTD in preparation. TM 20.

353 Construction, mining, materials handling machinery, equipment

● **BURMA**—Two "Gradall" excavators, three cu. yd. capacity; 12 off-highway rear dump haulers, 30/35 ton capacity; three low-bed machinery trailers, 45-ton capacity, suitable 6 x 6 diesel tractor with rear mounted winch; 24 rear dump trucks, 4 x 4 drive, 5/7 ton capacity; two crawler-mounted wheel type ditchers, approximate digging dimensions 24" x 5'6" (trapezoidal). Tender No. 1-5(T) MCY/IRR/66-67, bid deadline Jan. 16. Chief Engineer, Irrigation Dept., 9/21 Strand Rd., Rangoon.★ (Telephone: 202-WO 7-5566).

● Three transit mixers, approximately five cu. yd. capacity, diesel powered, mounted on 4 x 2 drive truck. Tender No. 1 (T) MCY/IRR/66-67, bid deadline Jan. 16. Chief Engineer, Irrigation Dept., 9/21 Strand Rd., Rangoon.★ (Telephone: 202-WO 7-5566).

● Supply of one diesel engine fork lift truck with a two-ton capacity; one industrial tractor with a hauling capacity of 36 tons; ten trailers with a one-ton capacity each. Tender No. MEIC/B.Rlys/13/(T)-64/66-67, bid deadline Jan. 12. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-WO 7-5589).

● Supply of two diesel driven work lift trucks with a two-ton capacity. Tender No. 11(T) MCY-POI/DD(66-67), bid deadline March 1, 1967. Procurement Manager, People's Oil Industry, Merchant St., Rangoon.★ (Telephone: 202-WO 7-5589).

● One truck-mounted rotary water well drilling machine. Tender No. 51 (T) ARDC/WS/66-67, bid deadline Jan. 10. Chief Mechanization Officer, Rural Water Supply Project Division, Agricultural & Rural Development Corp., 346 Merchant St., Rangoon.★ (Telephone: 202-WO 7-5566).

● 66 items of oil well drilling control equipment in varying quantities of each item. Tender No. 40(T)MCY-POI/EXP(66-67), bid deadline Jan. 16. Procurement Manager, People's Oil Industry, 604 Merchant St., Rangoon.★ (Telephone: 202-WO 7-5566).

● **CHILE**—Supply of six portable cranes, four of 3-6 tons capacity and two of 7½ tons capacity. Tender No. 13/966, bid deadline Jan. 30, 1967. Although it is not a prerequisite, it is recommended that the bidder be legally represented in Chile. Empresa Portuaria de Chile, Depto. Abastecimiento, Calle Blanco 839, Valparaiso, Chile.★ (Telephone 202-WO 7-5589).

★★ **IRELAND—Trade Mission**

Construction equipment, cranes, scrapers, trenchers, power shovels. Direct purchase and agency. Thomas Thompson & Son Ltd. (importer, manufacturer), Hanover Works, Carlow. WTD in preparation. TM 65.

Mining and construction equipment. Desires distributorship. John Carrigg (commission agent), 31 Lansdowne Park, Limerick City. WTD in preparation. TM 19.

● **PERU**—Financial Corp. for Agrarian Reform (Corfira) has issued public tender No. 003 for an estimated $9,702,000 purchase of large quantities of construction machinery, equipment and agricultural equipment. Tenders must be submitted by Feb. 19. Specifications and quantities of each item may be obtained at the Offices of Corfira, 11th Floor, Avda, Salaverry, Lima, at the cost of S/200 (US$7.50).

★★ **PORTUGAL—Trade Mission**

Construction cranes. Macontil, Maquinas para Construcoes e Industrias, Lda., Rua Vieira da Silva, no. 46, 2°, Alcantara, Lisbon. WTD in preparation. TM 22.

Pigeon hole parking equipment. Sociedade Comercial Luso-Italiana, Lda. (importer, exporter), Av. Fontes Pereira de Melo, 15-2°, Lisbon. WTD 5/18/66. TM 132.

354 Metalworking machinery

● **BURMA**—Tube expanders, 62 sets for various size tubes. Tender No. 15/(T)/MCY-BR/66-67, bid deadline Dec. 30. Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-WO 7-5652).

● 224 hand tap sets, British standards, Tender No. 17/T/MCY-BR/66-67, bid deadline Jan. 5; supply of tap and die sets, cutters for electrical installations, Tender No. 18/T/MCY-BR/66-67, bid deadline Jan. 5; supply of high-speed steel straight shank twist drills, various sizes, Tender No. 31/T/MCY-BR/66-67, bid deadline Jan. 10; supply of high-speed steel Morse taper shank twist drills. Tender No. 20/T/MCY-BR/66-67, bid deadline Jan. 10; supply of drills, various types and sizes. Tender No. 25/T/MCY-BR/66-67, bid deadline, Jan. 10; supply of high-speed steel Morse taper shank twist drills, various sizes, Tender No. 32/T/MCY-BR/66-67, bid deadline, Jan. 10, 1967. Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-WO 7-5652).

★★ **IRELAND—Trade Mission**

Automotive maintenance equipment, all kinds. Seeks agency for reputable supplier. Mr. Eugene Aherne, Rockmahon, Castle Road, Blackrock, Cork. TM 75.

Power-driven hand tools. Thos. Heiton & Co. Ltd. (importer, wholesaler), 37 Georges Quay, Dublin 2. WTD in preparation. TM 46.

Machine tools of metal cutting and metal forming types, measuring devices, grinders, dies, presses, power tools. J. S. Lister Ltd. (importer), Dorset St. Lower, Dublin 7. WTD 4/1/66. TM 33.

● **PAKISTAN**—Machinery and equipment including: four diesel-engine 400 amp. DC welders, 32 pneumatic handtools, one each 2- and 5-ton pile drivers, four 5-ton winches, 1000' of 1" dia. rubber air hose, two 250 cfm air compressors, 2000' each of 1", ¾" and ½" dia. steel wire rope, 4,000' each of 1" and 1¼" dia. manila rope, and supply of high tensile steel chains. Tender No. PR-1/66/BR/5, bid deadline Jan. 4, 1967. Secretary, Railway Board, Government of West Pakistan, P.W.R. Headquarters Office, Empress Rd., Lahore. Copies of tender documents available from the Office of the Consulate General of Pakistan. 12 East 65th St., New York 10021, for $5 per set.

Files, flat, round and bastard, 4" to 12", twist drills 1/64 to 1" for use in stainless steel surgical goods manufacture. Twinkle Industries (manufacturer), Ahmadpura, Sialkot, West Pakistan. WTD 11/22/66.

★★ **PORTUGAL—Trade Mission**

Machine tools, all kinds. Comundo, Sarl (manufacturer, importer, exporter), Av. 5 de Outubro 56, Lisbon. WTD 10/27/65. TM 36.

355 Special industry machinery

● **BURMA**—Supply of 12 clay extruding and cutting machines with a capacity to produce 3000 to 4000 bricks per hour. Tender No. E22 (T)PWC(M)66-67, bid deadline Jan. 25. Chairman, Public Works Corp., No. 60, Shwedagon Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

FRANCE—Equipment for extruding corn-curls. Gold & Black (importer, dealer), Boite Postale No. 21—94 Joinville-le-Pont. WTD 9/21/66.

● **INDIA**—Supply of one armature banding machine. Tender No. 504/12/131/26-10-66, bid deadline Jan. 17. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Documents are available from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., 20008 (ISM Ref. No. D/ENQ/2159) for $1.25.★ (Telephone: 202-WO 7-5589).

★★ IRELAND—Trade Mission

Button manufacturing machinery, auxiliary equipment. Cork Button Co. (manufacturer), North Abbey St., Cork. WTD in preparation. TM 78.

Dairy products machinery and equipment including churning, molding, separating, bottle washing and filling, pasteurizing, blending and mixing machinery. Direct purchase and agency. Eugene Aherne (manufacturers' representative), Rockmahon, Castle Rd., Blackrock, Cork. TM 81.

Button manufacturing machinery such as extruders, slicers, trimmers. North Cork Creameries (manufacturer), Kanturk, Co. Cork. WTD in preparation. TM 82.

Eyeleting and grommet machine for fabrics, plastics. Trot Distributors (manufacturer, wholesaler), 6 Home Farm Park, Drumcondra, Dublin 9. WTD in preparation. TM 29.

Butter-printing equipment. Golden Vale Food Products, Ltd. (manufacturer, importer, exporter, wholesaler, retailer), Charleville, Co. Cork. WTD 11/2/65. TM 70.

Canning, bottling equipment, can and bottle fillers. Batchelors Ltd. (manufacturer, importer), Bannow Rd., Cabra West, Dublin 7. WTD 12/16/65. TM 1.

NETHERLANDS—Sophisticated food-processing machinery, advanced apparatus for chemical industry, plastic extruding machines, other plastic processing machinery. Direct purchase and agency. N. V. Hydrochemie (importer, wholesaler), 29 Nieuwe Uitleg, The Hague. WTD 12/21/65.

★★ PORTUGAL—Trade Mission

Petroleum refinery equipment. Direct purchase and agency. Plurimar, Av. Defensores de Chaves (importer, exporter), 31, 6-, Dto., Lisbon. WTD 5/16/66. TM 131.

Textile machinery. A. Gama Rocha & Fos. (exporter), Rua do Campo Alegre, 144-3, Oporto. WTD 3/9/66. TM 109.

Paint-making machinery. Mario Costa & Ca. Lda. (manufacturer), Rua do Ferregal de Baixo 31, 1°, Lisbon. WTD in preparation. TM 55.

Dairy products machinery, equipment. Alfredo Carneiro de Vasconcelos & Filhos (importer, exporter), Rua S. Joao, 111, Oporto. WTD 3/29/66. TM 93.

Plywood making machinery. Portuguese door manufacturer wants to purchase $500,000 worth of plywood making machinery from America to be paid for over a period of time with interest. Local Portuguese bank will guarantee credit. Vicaima Industrial (manufacturer), Vale de Cambra, Aveiro. WTD in preparation. TM 88.

Food processing, packaging equipment. Direct purchase and agency. Sociedade Portuguesa de Embalagens e Maquinas Industriais Spemi, Av. Almirante Reis 25, r/c, Dto., Lisbon. WTD in preparation. TM 17.

Corn milling machinery. Industria Alimentar Trofense (manufacturer, exporter), Rua Jose Falcao, 144, Oporto. WTD in preparation. TM 101.

Textile machinery, looms, spindles, weavers, other apparatus and attachments. Comundo, Sarl (manufacturer, importer, exporter), Av. 5 de Outubro 56, Lisbon. WTD 10/27/65. TM 13.

356 General industrial equipment

● **BURMA**—Supply of eight tractor-mounted compressors with a capacity of 100 C.F.M. Tender No. 52(T)/ARDC/WS/66-67, bid deadline Jan. 10. Chief Mechanization Officer, Rural Water Supply Project, A.R.D.C., No. 346 Merchant St., Rangoon.★ (Telephone: 202-WO 7-5589).

FRANCE—Standard gear boxes; angle gear. Societe des Constructeurs Associes de Transmission et Engrenages de Precision (manufacturer, dealer), 51, Bld St Denis, 92 Courbevoie (Hauts de Seine). WTD 4/13/66.

★★ IRELAND—Trade Mission

Machinery for applying fiber-glass material to boat molds. Munster Marine (manufacturer), "Kokanee", Marina, Blackrock, Cork, Dublin. WTD in preparation. TM 61.

Equipment, components for industrial use, including diamond saws. J. S. Lister Ltd. (importer), Dorset St. Lower, Dublin 7. WTD 4/1/66. TM 32.

Incinerators, garbage burning equipment for small towns, 5,000 population and under. Power & Chemical Plant Co. (manufacturer, importer, exporter), Ballymore Eustace, Co. Kildare. WTD in preparation. TM 24.

Water pumps, for general industrial use. Power & Chemical Plant Co. (manufacturer, importer, exporter), Ballymore Eustace, Co. Kildare. WTD in preparation. TM 22.

NETHERLANDS—Waste water purification installations and waste water treatment equipment for industrial, municipal and domestic use, centrifugal purifiers, rotary vacuum filters, industrial dryers, waste water pumps, special related pumps, feeding and high pressure equipment, water softening equipment, installations for deferrizing, demangenizing, and removing chloride from water, water aerators, solids-liquids separators, chlorinators, flocculation units. Direct purchase and agency. N.V. Hydrochemie (importer, wholesaler), 29 Nieuwe Uitleg, The Hague. WTD 12/21/65.

★★ PORTUGAL—Trade Mission

Packaging material for paint. Mario Costa & Ca. Lda. (manufacturer), Rua do Ferreglal de Baixo, 31, 1°, Lisbon. WTD in preparation. TM 54.

Atomic energy equipment. Direct purchase and agency. Anjos Pereira & Ca., Lda. (manufacturer), Rua D. Joao V 2, 3°, Lisbon. WTD in preparation. TM 105.

Pumps for construction industry, water systems, general use, exhaust systems. Direct purchase and agency. Mafatil, Praca da Alegria, no. 58, 3°, E., Rm. B, Lisbon. WTD in preparation. TM 25.

Pumps, pneumatic chain saws, general industrial equipment. E. Pinto Basto & Ca. Lda. (engineer, distributor), Av. 24 de Julho 1, 1°, Lisbon. WTD 1/17/66. TM 33.

Pumps for chemicals, water, petroleum. Jose Ferreira Carvalho (manufacturer), Povoa do Varzim. WTD in preparation. TM 95.

REPUBLIC OF SOUTH AFRICA—Permanent press curing ovens, batch and continuous types, for post curing finished garments made of resin treated fiber; hot boxes for laundry drying of permanent press articles. Direct purchase and agency. M. B. Koval & Co. (Pty.) Ltd. (importing distributor), P.O. Box 546, Cape Town, Cape Province. WTD 10/29/65.

SAUDI ARABIA—Semi-automatic machinery for manufacture of gypsum blackboard chalk. Adril Khashoggi, National Gypsum Co., P.O. Box 187, Riyadh. WTD 7/14/66. (WTDR under Al-Nasr Trading Co.)

● **SUDAN**—Supply of two multistage, centrifugal pumps, with a capacity of 3,000 g.p.h. and a 350 ft. total head each. Tender No. 3632, bid deadline Jan. 26. Sudan Govt. Purchasing Agent, 3-5 Clevelan Row, St. James's, London S.W.1.★ (Telephone: 202-WO 7-5589).

Almost 300 leads—and here they are

A U.S. Trade and Industrial Development Mission, just back from Ireland and Portugal, brought almost 300 specific opportunities for doing business with firms in the two countries.

The export and import leads are listed in the World Trade Opportunities section of this issue of **International Commerce,** along with specific leads from other countries, by SIC number. The requests for licensing and joint venture agreements are published in the Investment Opportunities section.

The final report of the Mission—including on-the-spot impressions from each of the members, for each country—is scheduled to appear in the Jan. 16 issue.

The Mission was the first to be sent out by the Commerce Department's Bureau of International Commerce to Ireland and Portugal.

357 Office, computing, accounting machines

FRANCE—Cash registers; adding machines and office supplies such as mail-handling machines and supplies, pencil sharpeners, punching machines, stapling machines, cellophane tape dispensers, filing systems, office copying equipment. Requests replies in French. Direct purchase and agency. Organisation Technique Mecanographique—(Maurice Gueret) (importer, wholesaler, retailer, agent), 5, Rue du Cloitre St Merri, Paris, 4e. WTD 11/3/66.

● **IRAQ**—Supply of 20 electrical duplicating machines and 15 colored duplicating machines. Tender No. 1/CONT./65/ORD/41, bid deadline Feb. 7. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-2939).

358 Service industry machines

● **BURMA**—Supply of 20 electrically operated dispensing meter pumps for service stations. Tender No. 25(T)/MCY-POI/DD 66-67, bid deadline Feb. 15. Procurement Manager, People's Oil Industry, P.O. Box No. 1049, 604 Merchant St., Rangoon.★ (Telephone: 202-WO 7-2939).

★★ IRELAND—Trade Mission

Industrial, commercial refrigeration and air-conditioning equipment. Alfred Roberts & Co.

Ltd. (importer), 17 Clyde Rd., Dublin 4. WTD in preparation. TM 53.

Walk-in freezers. Batchelors Ltd. (manufacturer, importer), Bannow Rd., Cabra West, Dublin 7. WTD 12/16/65. TM 2.

★★ **PORTUGAL—Trade Mission**

Air-conditioners, home and commercial. Direct purchase and agency. Mafatil (importer), Praca da Alegria, no. 58, 3°, E., Rm. B, Lisbon. WTD in preparation. TM 24.

Vacuum cleaners, industrial. Macontil, Maquinas para Construcoes e Industrias, Lda., Rua Vieira da Silva, no. 46, 2°, Alcantara, Lisbon. WTD in preparation. TM 21.

Air-conditioning equipment, domestic and industrial. Comundo (manufacturer, importer, exporter), Sarl, Av. 5 de Outubro 56, Lisbon. WTD 10/27/65. TM 39.

Air conditioners, all kind. Fabrica Aparelhagem Industrial (manufacturer, importer), Santa Iria de Azoia. WTD in preparation. TM 15.

TRUCIAL STATES—Four deep-freeze rooms for frozen meats, fish, vegetables; chill room. Copies of specifications are available from the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. Hasani's Super Market & Cafeteria (importer, retailer, wholesaler), P.O. Box 286, Dubai. WTD 8/10/65.

361 Electric transmission, distribution equipment

● **BURMA**—Supply of watt-hour meters. Tender No. 5/T/EL/ESB/66-67, bid deadline Jan. 16. Controller of Stores, Electricity Supply Board, Ahlone Strand Rd., Rangoon. Copies of specifications can be obtained at $11 each, by certified check through the American Embassy, Rangoon.

● **ECUADOR**—Supply of miscellaneous distribution network and transmission lines including pole line hardware, distribution transformers and street lighting equipment. Bid deadline Jan. 3, 1967; correspondence preferred in Spanish. A copy of specifications in Spanish and English is available for review only, not for loan, in the Power & Electrical Equipment Division, Rm. 4124, BDSA-662, U.S. Department of Commerce, Washington, D.C. 20230. Additional copies may be obtained at a cost of $5 each plus $1 air mail postage from Instituto Ecuatoriano de Electrificacion, Avenida 10 de Agosto 817 (P.O. Box 2986), Quito. (Telephone: 202-WO 7-4241).

FRANCE—Spectrum analysers HF; zero indicators. Equipements Industriels (importer, manufacturer, wholesaler), 1, Rue Monticelli, Paris, 14e. WTD 1/28/66.

Frequency meters; digital voltmeters; vector impedance meters. Equipements Industriels (importer, manufacturer, wholesaler), 1, Rue Monticelli, Paris, 14e. WTD 1/28/66.

★★ **IRELAND—Trade Mission**

Automotive instruments, electric. Wishes to be representative for reputable supplier. Eugene Aherne, Rockmahon, Castle Rd., Blackrock, Cork.

● **JAPAN**—Supply of 168 kv and 300 kv circuit breakers, together with 161 kv and 287.5 kv current transformers and air-compressing equipment for Nagano and Yugami Power Stations. Bid deadline Jan. 10, 1967. Electric Power Development Co., Ltd., 1, 1-chome, Marunouchi, Chiyoda-ku, Tokyo.★ (Telephone: 202-WO 7-4241).

● **NEW ZEALAND**—Supply of four three-phase, 220 KV, 7500 or 5000 MVA circuit breakers. Contract No. 495, bid deadline Jan. 31, 1967. The Secretary, Tenders Committee, New Zealand Electricity Dept., Wellington.★ (Telephone: 202-WO 7-4241).

● Supply of one 100 MVA, 220/110/11 KV transformer, bank and spare unit. Tender No. 496, bid deadline Feb. 7, 1967. The Secretary, Tenders Committee, New Zealand Electricity Dept., Private Bag, Wellington.★ (Telephone: 202-WO 7-4241).

● Supply of fifteen three-phase, 110 kv, 3500 or 5000 MVA circuit breakers. Tender No. 498, bid deadline Feb. 14, 1967. The Secretary, Tenders Committee, New Zealand Electricity Dept., Wellington.★ (Telephone: 202-WO 7-4241).

● **NIGERIA**—Supply and erection of indoor 11 kv and 3.3 kv switchgear and associated equipment. Tender No. 401, bid deadline Jan. 2, 1967. Copies of specifications are available at a cost of $56 each from The Secretary, Electricity Corp. of Nigeria, 24-25 Marina, P.M. Bag 12030, Lagos.

TURKEY—Three power transformers—154/10.6 KV, 10250 KV 3-phase; five low-oil breakers—154 KV 2500 MVA; 14 disconnect switches—154 KV, 500 Amp.; 27 assorted current transformers; five assorted voltage transformers for Dogankent (Harsit) Hydroelectric Power Plant. DSI Genel Mudurlugu, Barajlar ve Hidroelektrik Santrallar Dairesi Baskanligi (The State Hydraulic Works, Dept. of Dams and Hydrauelectric Power Stations), Ruzgarli Sokak, Catal Han, Kat 5, Ulus, Ankara.

362 Electrical industrial apparatus

AUSTRIA—Electric motors, remote control devices for operation of sliding, revolving, and overhead disappearing doors and gates (three-phase, 50 cycles, voltage 220/380). Direct purchase and agency. Emag Elektromaschinen-u. Apparatehandelsges.m.b.H. (importer, wholesaler, manufacturers' representative), 1-3 Wr. Neustaedterstrasse, A-2540 Bad-Voslau. WTD 11/25/66.

FRANCE—Generators LF 0 to 150 KHz, generators HF 550 greater than MHz. Equipements Industriels (importer, manufacturer, wholesaler), 1, Rue Monticelli, Paris, 14e. WTD 1/28/66.

VENEZUELA—Graphite electrodes, 10" and 14", 60" length, for foundries and steel mills. Direct purchase and agency. H. Blohm, S.A. (importer, sales agent), Dr. Paul a Chorro 29, Caracas, or Apartado 2018, Caracas. WTD 3/21/66.

363 Household appliances

FRANCE—Electric housewares: electric air heaters, bed coverings, blenders, broilers, deep fat fryers, flat irons, food mixers, hot plates, percolators and coffee makers, roasters, toasters, desk and bracket fans. Requests replies in French. Fernand Treselle (manufacturer, dealer), 12-16, Rue Geoffroy-Saint-Hilaire, 59 Lille. WTD 10/28/66.

Electric heating units; electric household appliances. Direct purchase and agency. Sodery (importer, manufacturer, wholesaler), Avenue de Montcy Notre Dame, Montcy Saint Pierre (08). WTD 4/14/66.

★★ **IRELAND—Trade Mission**

Household appliances. Particularly interested in novice type labor saving apparatus for use in the home. Youghal Shades Ltd. (manufacturer, wholesaler), 5 South Abbey, Youghal, Co. Cork. WTD in preparation. TM 69.

Household appliances including refrigerators, washing machines, vacuum cleaners, sewing machine parts. Novum Ltd. (manufacturer, importer), Artane, Dublin 5. WTD in preparation. TM 40.

★★ **PORTUGAL—Trade Mission**

Electrical household appliances, all types. Direct purchase and agency. Pedro de Faria (importer), R. Azedo Gneco 65, 4°, E., Lisbon. WTD in preparation. TM 53.

Stove hoods. Direct purchase and agency. Mafatil (importer), Praca de Alegria, no. 58, 3°, E., Room B, Lisbon. WTD in preparation. TM 26.

Household appliances, all types. Comundo (manufacturer, importer, exporter), Sarl, Av. 5 de Outubro 56, Lisbon. WTD 10/27/65. TM 38.

364 Electric lighting, wiring equipment

● **AUSTRALIA**—Supply of miscellaneous silicon carbide and gas-filled arrestors. Tender No. S. 66/1/1354, bid deadline Jan. 17, 1967. The Controller, Stores & Contracts, Postmaster-General's Dept., 3rd Floor, 380 Russell St., Melbourne, C.1, Victoria.★ (Telephone: 202-WO 7-4241).

SWEDEN—Residential lighting fixtures, particularly spotlights. Direct purchase and agency. AB Aneta Belysningsarmatur (manufacturer, agent), Vaxjo. WTD 8/31/66.

365 Radio, television receiving sets

FRANCE—Radio, television receiving sets. Requests replies in French. Fernand Treselle (manufacturer, dealer), 12-16, Rue Geoffroy Saint Hilaire—59 Lille. WTD 10/28/66.

★★ **IRELAND—Trade Mission**

Tape recorders, public address systems. Direct purchase and agency. General Film Distributors Ltd. (importer, wholesaler, retailer), 71 Middle Abbey St., Dublin 1. WTD in preparation. TM 28.

★★ **PORTUGAL—Trade Mission**

Radio, television sets. Comundo, Sarl (manufacturer, importer, exporter), Av. 5 de Outubro 56, Lisbon. WTD 10/27/65. TM 41.

366 Communication equipment

● **CEYLON**—Supply of teletypewriter exchange equipment and accessories for international communications and services of an installation engineer. Bid deadline Feb. 15. The chairman, Tender Board, Ministry of Public Works, Posts & Telecommunications, Transworks House, Chatham St., Colombo 1.★ (Telephone: 202-WO 7-4823).

FRANCE—Automatic fire and burglary detectors; signaling apparatus for hospital, administration use. Agostini Freres & Cie (manufacturer, wholesaler, retailer), 160, Rue Oberkampf, Paris, 11e. WTD 9/21/65.

● **KENYA**—Supply of one automatic telephone exchange with an initial capacity of 1000 lines and an ultimate capacity of 2200 lines. Tender documents will be furnished by Crown Agents for Overseas Governments & Administrations, 4 Millbank, London, S.W. 1, England, to qualified, registered bidders. Reference should be made to DF 4252/5 of Nov. 23.

★★ **PORTUGAL—Trade Mission**

Traffic lights, housing, bulbs, flash attachment, etc. Falconer (manufacturer, importer), Rua Bernardo Lima 45, 4°, Lisbon. WTD in preparation. TM 14.

SWEDEN—Radios for small aircraft. Direct purchase and agency. Varxjo-flyg (agent), Bjornsson & Co., Storgatan 14, Vaxjo. WTD 11/23/66.

367 Electronic components, accessories

FRANCE—Equipment for printed-circuit industry, components for micro-electronic industry. Direct purchase and agency. Societe Francaise d'Etudes, de Realisations et d'Equipements (S.F.E.R.E.) (importer, agent, retailer), 62, Rue de Miromesnil, Paris, 8e. WTD 9/15/66.

369 Electrical machinery, equipment, supplies

★★ IRELAND—Trade Mission

Automotive electrical equipment including starters, generators, spark plugs, magnetos, ignition coils, distributors. Will act as representative for supplier. Eugene Aherne, Rockmahon, Castle Rd., Blackrock, Cork. TM 77.

PAKISTAN—Ten thousand pairs projector carbons, 7mm x 14, high intensity positive; cored negative, 6mm x 9; for use in cinema projectors. Medical Supplies Regd. (distributor), Iqbal St., Sialkot 1, West Pakistan. WTD 7/26/66.

Heating elements: Tubular sheathed in straight lengths of 28", tubular sheathed for hot plates in standard sizes, kettle elements, immersion type complete with locking rings, washers and ejection safety devices, electric irons (mica), universal fittings 220/250 volts 450 and 750 watts, switches: toggle, push button, heat control, lampholder switches, electric iron connectors. Olympia Agencies (importing distributor), Mile Stone 4, Multan Rd., Lahore, West Pakistan. WTD 11/8/66.

371 Motor vehicles, motor vehicle equipment

FRANCE—Automobile accessories, such as safety belts, automobile hardware, automobile defrosters, hub caps, aerial antennas, rear vision mirrors, automobile bumpers, windscreen wipers, etc. Requests replies in French. Gilbert Guitton (garage keeper), 19, Rue Marbeau, Paris, 16e. WTD 5/26/66.

NETHERLANDS—Battery-driven plant vehicles for passengers, industrial heavy duty sweeper vehicles. Direct purchase and agency. Spijkstaal N.V. (manufacturer, importer), 9 Zijlstraat, Spijkenisse. WTD in preparation.

★★ PORTUGAL—Trade Mission

Automobiles. Comundo, Sarl (manufacturer, importer, exporter), Av. 5 de Outubro 56, Lisbon. WTD 10/27/65. TM 43.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

373 Ship building, repairing

NIGERIA—Set of moulds for completion or a finished hull from which to make mould for crafts measuring 16-18' on royalty basis or licence fee based on number of hulls produced and sold. Fibre-Glass Reinforced Plastics Co. Ltd. (manufacturer), P.O. Box 206, Abeokuta. WTD 5/11/66.

375 Motorcycles, bicycles, parts

★★ PORTUGAL—Trade Mission

Motorcycles. Comundo, Sarl (manufacturer, importer, exporter), Av. 5 de Outubro 56, Lisbon. WTD 10/27/65. TM 44.

381 Engineering, laboratory, scientific, research instruments

FRANCE—Laboratory apparatus, such as centrifuges, automatic analysers, blood parameter analysers, heart monitoring devices, industrial research laboratory apparatus. Labomatic (importer, wholesaler), 8, Rue de Penthievre, Paris, 8e. WTD 5/11/66.

Electronic measuring apparatus for medical research. Labomatic (importer, wholesaler), 8, Rue de Penthievre, Paris, 8e. WTD 5/11/66.

NETHERLANDS—Water-testing instruments. Direct purchase and agency. N.V. Hydrochemie (importer, wholesaler), 29 Nieuwe Uitleg, The Hague. WTD 12/21/65.

PAKISTAN—Haemocytometer, haemoglobinometers. Doctors Surgical (manufacturer), Ramtali St., Karimpura, Sialkot, West Pakistan. WTD 11/22/66.

★★ PORTUGAL—Trade Mission

Laboratory equipment, all types. Direct purchase and agency. Sabiol, Travessa do Almada 12, 1°, D., Lisbon. WTD in preparation. TM 50.

Laboratory supplies, all types. Estabelecimentos Barral, Lda. (wholesaler), Praca Jose Fontana 4, Lisbon. WTD in preparation. TM 67.

SWEDEN—Flight instruments for small aircraft. Direct purchase and agency. Vaxjoflyg, Bjornsson & Co. (agent), Storgatan 14, Vaxjo. WTD 11/23/66.

382 Instruments for measuring, controlling, indicating physical characteristics

FRANCE—Special equipment for gas pressure-reducers and for regulation of gas pressure and outflow. Requests replies in French. Direct purchase and agency. L'Oxhydrique Francaise S.A. (manufacturer, wholesaler), 8, Avenue Jules Ferry, 92 Malakoff. WTD 7/28/65.

NETHERLANDS—Water flow, other type water meters. Direct purchase and agency. N. V. Hydrochemie (importer, wholesaler), 29 Nieuwe Uitleg, The Hague. WTD 12/21/65.

PAKISTAN—Clinical thermometers. Doctors Surgical (manufacturer), Ramtali St., Karimpura, Sialkot, West Pakistan. WTD 11/22/66.

Thermostatic controls for electric irons, coffee percolators, water heaters, fans, room heaters. Olympia Agencies (importing distributor), Mile Stone 4, Multan Rd., Lahore, West Pakistan. WTD 11/8/66.

384 Surgical, medical, dental instruments

FRANCE—Surgical equipment, such as dilators, chisels, elevators, forceps, percussion hammers, knives, probes, rasps, snares. Requests replies in French. Gamida (importer, wholesaler), 12, Rue Lincoln, Paris, 8e. WTD 1/7/66.

● **IRAQ**—Supply of 100 fire fighting suits, complete; 50 two-pieces cotton underwear; 50 pairs aluminized gloves; 50 helmets with visor made from hard fiber; 50 spats-leg shields. Tender No. 63/66, bid deadline Jan. 22. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-2939).

★★ IRELAND—Trade Mission

Veterinary instruments and apparatus. Latest models. Direct purchase and agency. Val Demery, F.R.C.V.S., 5 Proby Square, Blackrock, Co. Dublin. WTD in preparation. TM 41.

PAKISTAN—Surgical instruments, scissors, all types. Saqalain Trading Co. Ltd. (distributor, manufacturer), Greenwood St., Sialkot City, West Pakistan. WTD 11/22/66.

★★ PORTUGAL—Trade Mission

Medical, surgical supplies, all types. Estabelecimentos Barral, Lda. (wholesaler), Praca Jose Fontana 4, Lisbon. WTD in preparation. TM 68.

Veterinary tools, equipment. Cipan Companhia Industrial Produtora de Antibioticos (importer), Sarl, Av. Gomes Ferreira, no. 74, Lisbon. WTD 1/31/66. TM 5.

386 Photographic equipment

★★ IRELAND—Trade Mission

Movie projectors, overhead projectors, still projectors, cameras (professional and amateur), movie screens, movie accessories. Direct purchase and agency. General Film Distributors Ltd. (importer, wholesaler, retailer), 71 Middle Abbey St., Dublin 1. WTD in preparation. TM 27.

PAKISTAN—X-ray films, sizes: 12" x 12", 12" x 10", 15" x 12", 18" x 10"; x-ray chemicals for developers, fixers of x-ray films. The Medical Supplies Regd. (importing distributor), Iqbal St., Sialkot 1, West Pakistan. WTD 7/26/66.

★★ PORTUGAL—Trade Mission

Photographic equipment, supplies. Comundo, Sarl (manufacturer, importer, exporter), Av. 5 de Outubro 56, Lisbon. WTD 10/27/65. TM 35.

387 Watches, clocks, parts

★★ IRELAND—Trade Mission

Outdoor clocks. Direct purchase and agency. Jowen Electronics Ltd. (manufacturer, importer), Devonshire St. West, Cork. WTD in preparation. TM 57.

391 Jewelry, silverware, plated ware

★★ IRELAND—Trade Mission

Cutlery, holloware. Direct purchase and agency. Newbridge Cutlery Co. Ltd. (manufacturer, importer, exporter), P.O. Box 4, Newbridge, Co. Kildare. WTD in preparation. TM 51.

PAKISTAN—Stainless steel cutlery. Saqalain Trading Co. Ltd. (distributor, manufacturer), Greenwood St., Sialkot City, West Pakistan. WTD 11/22/66.

394 Toys, amusement, sporting goods

★★ IRELAND—Trade Mission

Toys, sporting goods. Firm seeks exclusive representation as distributor. Hely's Ltd. (importer, exporter, wholesaler, retailer), Dame St., Dublin 2. WTD 10/5/66. TM 11.

NORWAY—Games, toys, dolls. Direct purchase and agency. A/S Ivar D. Nygaard (wholesaler), Gronlandsleret 31, Oslo 1. WTD 11/22/66.

PAKISTAN—Tennis, badminton, squash rackets, footballs, soccerballs, volleyballs, ski poles. Saqalain Trading Co. Ltd. (manufacturer, distributor), Greenwood St., Sialkot City, West Pakistan. WTD 11/22/66.

Snowshoes, harness straps for snowshoes with frames, ski gloves, ice hockey gloves, driving. F. D. Dosondi & Co. (manufacturer), Greenwood St., Sialkot, West Pakistan. WTD 11/22/66.

Soccer, rugby football bladders. F. D. Dosondi & Co. (manufacturer), Greenwood St., Sialkot, West Pakistan. WTD 11/22/66.

SWEDEN—Golf goods, all kinds, particularly new products. Direct purchase and agency. G. A. Hansen Aktiebolag (agent, wholesaler), Regementsgatan 102, Malmo. WTD 5/12/66.

395 Pens, pencils, office, artists' materials

• **CEYLON**—Bid deadline for supply of inked ribbons for ticket machines has been extended from Dec. 21 to Jan. 4. (INTERNATIONAL COMMERCE, Dec. 12, p. 40). Tender No. S/GT/393/66. The Chairman, Tender Board, Ceylon Transport Board, 200 Kirula Rd., Colombo 5.★ (Telephone: 202-WO 7-2939).

FRANCE—Ball point pens, fountain pens, lead pencils, marking devices, carbon paper, inked ribbons for business machines. Requests replies in French. Direct purchase and agency. Organisation Technique Mecanographique—(Maurice Gueret) (importer, wholesaler, retailer, agent), 5, Rue du Cloitre St. Merri, Paris 4e. WTD 11/3/66.

396 Costume jewelry, novelties, buttons, notions

FRANCE—Costume jewelry, novelties, ornaments. Requests replies in French. Benz & Cie (mail order house), 16, Boulevard Sainte-Agathe, 06 Nice. WTD 11/14/66.

★★ PORTUGAL—Trade Mission

Novelties, gifts, specialty items, party favors, inexpensive jewelry. Lusomax, Sociedade de Importacao e Exportacao, Lda. (importer), Rua dos Correeiros 123, 3-D, Lisbon. WTD 3/19/65. TM 65.

398 Manufacturing industries

★★ PORTUGAL—Trade Mission

Floor coverings, hard surface. Direct purchase and agency. Mafatil (importer), Praca da Alegria, no. 58, 3°, E. Rm. B, Lisbon. WTD in preparation. TM 27.

399 Manufacturing industries

★★ IRELAND—Trade Mission

Digital display signs, score boards, outdoor clocks, tote boards and newscasting signs. Direct purchase and agency. Jowen Electronics Ltd. (manufacturer, importer), Devonshire St. West, Cork. WTD in preparation. TM 56.

422 Public warehousing

★★ IRELAND—Trade Mission

Warehousing facilities, can handle 67,000 tons grain, 180,000 sq. ft. dry storage. Merchants Warehousing Ltd. (service), 11 Burgh Quay, Dublin 2. WTD in preparation. TM 7.

471 Freight forwarding

★★ PORTUGAL—Trade Mission

Availability of freight forwarding, warehousing, custom house brokerage, containerization, expediting, related services for U.S. importers and exporters trading with Portugal. A. J. Goncalves de Moraes, Lda., Lisbon. WTD 9/28/65. TM 69.

502 Drugs, chemicals, allied products

SAUDI ARABIA—Drugstore sundries. Ma'moun Thamer (wholesaler), Bureau Thamer, P.O. Box 180, Jidda. WTD 9/27/65.

505 Farm products—raw materials

★★ PORTUGAL—Trade Mission

Raw cotton. Jacinto A. Goncalves Conceicao (manufacturer), Rua Candido dos Reis 126, Oporto. WTD in preparation. TM 113.

509 Wholesalers

JORDAN—Mother of pearl shell, scraps. Micheal & Saliba Sous (manufacturers, importers, exporters), P.O.B. 30, Bethlehem. WTD 8/25/66.

★★ PORTUGAL—Trade Mission

Scrap materials, railroad rails, railroad car wheels, ferrous and nonferrous scrap metal. David Barbosa & Ca. Lda. (importer, exporter), Trav. do Grande Hotel 30, Oporto. WTD in preparation. TM 100.

525 Hardware, farm equipment

NIGERIA—General hardware supplies, especially hand tools, builders' hardware, paint and glass, housewares and household appliances, cutlery, and roofing materials. Inexpensive, simple, durable and suitable for humid climate. Direct purchase and agency. Ideal Chemists & Pacific Company Ltd. (importer, exporter, wholesaler, retailer), 5 Arochukwu St., P.O. Box 680, Ogbette, Enugu. WTD 10/20/66.

628 Services allied with the exchange of securities or commodities

★★ PORTUGAL—Trade Mission

Portuguese consultant firm desires U.S. clients who plan to invest in Portugal. Will make plant, tax, investment, and general surveys in Portugal. Gesta, Gabinete de Estudos e Trabalhos de Gestao, Sarl, Rua Ponta Delgada 80, 1°, Esq., Lisbon. WTD in preparation. TM 70.

731 Advertising

★★ PORTUGAL—Trade Mission

Advertising executive wishes opportunity to represent U.S. clients in Portugal. Vivenda Tininha (advertising), Murtal, S. Pedro do Estoril. WTD in preparation. TM 57.

739 Business services

★★ PORTUGAL—Trade Mission

Portuguese buying service wants to represent U.S. retail stores in the Portuguese market. Interpropo, Sarl, Pr. Jose Fontana 16-A, Lisbon. WTD in preparation. TM 58.

Wants to represent U.S. firms as a consultant interested in locating an outlet or base of operation in Portugal. Sosthenes Behn 2nd (consultant), Caixa Postal 21, Cascais. WTD in preparation. TM 119.

Buying agent. Wants to represent U.S. retail stores as buying agent for all types of Portuguese handicrafts and products generally. Also will act as advertising agent. Organizacoes Namar, Av. Saraiva de Carvalho 46, Oporto. WTD in preparation. TM 126.

781 Motion picture production, distribution

★★ IRELAND—Trade Mission

Educational films (16mm.), slides (35mm.), strips. Direct purchase and agency. General Film Distributors Ltd. (importer, wholesaler, retailer), 71 Middle Abbey St., Dublin 1. WTD in preparation. TM 26.

Ecuador extends deadline for telephone sets

The Municipality of Ambato has extended the bid deadline for the supply of 1000 telephone sets from Dec. 16 to Feb. 1. (INTERNATIONAL COMMERCE, Oct. 31, p. 34).

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

200 Food

GERMANY—Raw materials for foodstuff industry, such as egg products, corn starch, soy meal, soy beans, milk powder, lactose. Hans Strickrott (sales agent), Amundsenstrasse 30, Hamburg 50. WTD 6/23/65.

201 Meat products

FRANCE—Sausages, smoked meats, canned meats, frozen meats. Requests replies in French. A. Bollenbach (importer, dealer), 9, Rue Migneret, 67 Strasbourg. WTD 8/18/66.

202 Dairy products

FRANCE—Condensed and evaporated milk; frozen desserts; processed cheese, cheese food. Requests replies in French. A. Bollenbach (importer, dealer), 9, Rue Migneret, 67 Strasbourg. WTD 8/18/66.

203 Canning, preserving foods

FRANCE—Canned salmon; smoked, salted, dried, pickled salmon; canned, preserved crab meat. Poirson & Cie—Nord Ocean (importer, wholesaler, agent, commission merchant), 10, Rue des Precheurs, Paris, 1er. WTD 11/3/66.

Canned fruits, vegetables. Langevin, Napoli, Odon (importer, dealer, commission merchant), 37, Rue de Naples, Paris, 8e. WTD 8/18/66.

Canned fruits, vegetables; raw or cooked frozen packaged fish, other sea food. Requests replies in French. A. Bollenbach (importer, dealer), 9, Rue Migneret, 67 Strasbourg. WTD 8/18/66.

THAILAND—Ripe olives in ⅞ oz. tins, green olives, stuffed olives in ⅝ oz. jars, cherries packed in 8-16 oz. bottles, canned tuna fish in 6-10 oz. cans. Exclusive agency. Requests c.i.f. prices, catalogs. Dejo Grocery Ltd.

Part. (importer, wholesaler, retailer), 212/4 Silom Rd., Bangkok. WTD 6/28/65.

THAILAND—Baby food of all kinds. Exclusive agency. C.i.f. prices, catalogs requested. Dejo Grocery Ltd. Part. (importer, wholesaler, retailer), 212/4 Silom Rd., Bangkok. WTD 6/28/65.

204 Grain mill products

THAILAND—Pie crust, cake mixes. Exclusive agency. C.i.f. prices, catalogs requested. Dejo Grocery Ltd. Part. (importer, wholesaler, retailer), 212/4 Silom Rd., Bangkok. WTD 6/28/65.

205 Bakery products

FRANCE—Dry bakery products, such as biscuits, crackers, pretzels. Requests replies in French. A. Bollenbach (importer, dealer), 9, Rue Migneret, 67 Strasbourg. WTD 8/18/66.

207 Confectionery

FRANCE—Candy, salted nuts, solid chocolate bars, chewing gum. Requests replies in French. A. Ballenbach (importer, dealer), 9, Rue Migneret, 67 Strasbourg. WTD 8/18/66.

209 Food preparations

THAILAND—Macaroni, spaghetti, vermicelli, noodles. Exclusive agency. C.i.f. prices, catalogs requested. Dejo Grocery Ltd. Part. (importer, wholesaler, retailer), 212/4 Silom Rd., Bangkok. WTD 6/28/65.

221 Broad woven fabric mills, cotton

FRANCE—Drapery, curtain fabrics. Lehmann-Weill, S.A. (wholesaler), 5, Rue des Clefs, 68 Colmar. WTD 11/23/66.

222 Broad woven fabric mills, manmade fiber, silk

FRANCE—Silk fabrics. Francois Peyrat (commission merchant), 80 Faubourg Saint Denis, 75-Paris (10). WTD 11/14/66.

Drapery, curtain fabrics. Lehmann-Weill, S.A. (wholesaler), 5, Rue des Clefs, 68 Colmar. WTD 11/23/66.

225 Knitting mills, products

FRANCE—Sport shirts, bathrobes, bathing suits, sweat shirts, sweaters, sweater coats. Requests replies in French. General Materiel Equipment Sportif (importer, dealer), 32, Rue du Reveillon, 91 Brunoy (Essonne). WTD 11/7/66.

227 Floor covering mills, products

FRANCE—Floor coverings: twisted paper, grass, reed, coir, sisal, jute and rag; woven textile fiber floor coverings. Requests replies in French. Jean Fievet (agent), 17, Rue du Marechal Leclerc, 59 Saint-Saulve. WTD 4/26/66.

232 Men's, youths', boys' furnishings, work clothing

FRANCE—Basketball uniforms, men's, youths', boys' bathing suits, sports shirts. Requests replies in French. General Materiel Equipment Sportif (importer, dealer), 32, Rue du Reveillon, 91 Brunoy (Essonne). WTD 11/7/66.

UGANDA—Readymade men's, youths', boys' clothing. Intersales Commercial Agencies Ltd. (indent agent), P.O. Box 260, Mbale. WTD 11/22/66.

233 Women's, misses', juniors' outerwear

FRANCE—Women's, misses', juniors' bathing suits. Requests replies in French. General Materiel Equipement Sportif (importer, dealer), 32, Rue du Reveillon, 91 Brunoy (Essonne). WTD 11/7/66.

UGANDA—Readymade women's, misses', junior's outerwear. Intersales Commercial Agencies Ltd. (indent agent), P.O. Box 260, Mbale. WTD 11/22/66.

238 Apparel, accessories

FRANCE—Men's, women's bathrobes, woven or knit fabric. Requests replies in French. General Materiel Equipement Sportif (importer, dealer), 32, Rue du Reveillon, 91 Brunoy, (Essonne). WTD 11/7/66.

242 Sawmills, planing mills

FRANCE—Rough and dressed lumber, other saw mill and planing mill products for construction purposes. Exclusive agency. Adolphe Moritz (importing wholesaler), 11 Rue Lieutenant Henri-Crepin, 54 Nancy. WTD 11/22/66.

243 Millwork, veneer, plywood, prefabricated structural wood products

FRANCE—Plywood panels, window and door frames, other millwork products for construction purposes. Exclusive agency. Ets. Adolphe Moritz (importing wholesaler), 11 Rue Lieutenant Henri-Crepin, 54, Nancy. WTD 11/22/66.

GERMANY—Hardwood veneers, special and face types, sliced. Hans H. Henrici (jobber), 75 Karlsruhe-Durlach, Wolfweg 3. WTD 11/23/66.

249 Wood products

FRANCE—Cork floor tiles. Strati—France (commission merchant, agent), 47, Rue Richer, Paris, 9e. WTD 4/14/66.

Bottle corks, bottle caps. E. L. Goldschmidt (broker), 107, Boulevard Pereire, Paris, 17e. WTD 11/14/66.

254 Partitions, shelving, lockers, office, store fixtures

FRANCE—Sheet metal prefabricated partitions; prefabricated wood partitions. Requests replies in French. Jean Fievet (agent), 17, Rue du Marechal Leclerc, 59 Saint-Saulve. WTD 4/26/66 .

262 Paper mills, products

FRANCE—Printing paper, writing paper, wrapping paper. Societe Papetiere F. Gonay (importer, wholesaler, commission merchant, agent), 32, Rue Pierre-Semard, Paris, 9e. WTD 4/24/66.

264 Converted paper, paperboard products

FRANCE—Writing paper, oiled wrapping paper, waterproof wrapping paper. Societe Papetiere F. Gonay (importer, wholesaler, commission merchant, agent), 32, Rue Pierre-Semard, Paris, 9e. WTD 4/24/66.

Bottle caps, tops (die cut from purchased paper or paperboard); cellophane bags; cellulose acetate packaging. E. L. Goldschmidt (broker), 107, Boulevard Pereire, Paris, 17e. WTD 11/14/66.

THAILAND—Paper napkins, toilet paper, paper towels. Exclusive agency. C.i.f. prices, samples requested. Dejo Grocery Ltd. Part. (importer, wholesaler, retailer), 212/4 Silom Rd., Bangkok. WTD 6/28/65.

265 Paperboard containers, boxes

FRANCE—Corrugated and solid fiberboard partitions, made from purchased materials. Requests replies in French. Jean Fievet (agent), 17, Rue du Marechal Leclerc, 59 Saint-Saulve. WTD 4/26/66.

Liquid tight fiber containers for oils, fats, greases, other liquids. E. L. Goldschmidt (broker), 107, Boulevard Pereire, Paris, 17e. WTD 11/14/66.

266 Building paper, building board mills

FRANCE—Interior, panel and tile wallboards (except acoustical); insulating wallboards. Requests replies in French. Jean Fievet (agent), 17, Rue du Marechal Leclerc, 59 Saint-Saulve. WTD 4/26/66.

282 Synthetic materials

FRANCE—Polyesters for floor coverings. Strati—France (commission merchant, agent), 47, Rue Richer, Paris, 9e. WTD 4/14/66.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

NETHERLANDS—Chemical cleansing products, anti-corrosive chemicals, for special purposes only. Van Lessen & Punt N.V. (importer, wholesaler, exporter, manufacturer, agent), 25 Scheepstimmermanslaan, Rotterdam-2. WTD 7/22/66.

THAILAND—Insecticides for household use, floor wax. Exclusive agency. C.i.f. prices, catalogs requested. Dejo Grocery Ltd. Part. (importer, wholesaler, retailer), 212/4 Silom Rd., Bangkok. WTD 6/28/65.

299 Products of petroleum, coal

GERMANY—Lubricating oils, greases for iron and steel enterprises. Requests price quotations c.i.f. Hamburg or Bremen. Requests replies in German. Paul Uebach, Schmierstofftechnik (importer, wholesaler, exporter, sales agent), 15 Plittershagenerweg, 5905 Freudenberg, Kr. Siegen/W. WTD 11/25/66.

300 Rubber, plastics products

NETHERLANDS—Raw materials, ingredients for compounds, processing aids, compounds, master batches, semi-manufactured and other products for rubber and allied industries; finished rubber products other than tires and tubes, especially for industry, shipping, agriculture. Ad. A. Schuiling & Zoon (importer, wholesaler, exporter, transit trader), 27-29 Buitenwatersloot or P.O. Box 80, Delft. WTD 11/1/66.

301 Tires, tubes

DOMINICAN REPUBLIC—Tires, tubes for motor vehicles. Requests replies in Spanish. Rafael Lora y Lora (importer, retailer), Ave. Mexico No. 24, Santo Domingo. WTD in preparation.

306 Fabricated rubber products

FRANCE—Rubber flooring (tiles or sheets). Strati—France (commission merchant, agent), 47, Rue Richer, Paris, 9e. WTD 4/14/66.

Rubber balls. Requests replies in French. General Materiel Equipement Sportif (importer, dealer), 32, Rue du Reveillon, 91 Brunoy (Essonne). WTD 11/7/66.

307 Plastic products

FRANCE—Vinyl floor tiles. Strati—France (commission merchant, agent), 47, Rue Richer, Paris, 9e. WTD 4/14/66.

Plastic swimming pools. Requests replies in French. General Materiel Equipement Sportif (importer, dealer), 32, Rue du Reveillon, 91 Brunoy (Essonne). WTD 11/7/66.

Plastic containers, tubes. E. L. Goldschmidt (broker), 107, Boulevard Pereire, Paris, 17e. WTD 11/14/66.

311 Leather tannings, finishing

ISRAEL—Upper leather for shoes; suede for garments. Requests samples, illustrated brochures, price lists. Ezra Cohen (manufacturers' representative), Import-Export, Agencies, 12 Melchet St., Tel Aviv. WTD 11/16/66.

322 Glass, glassware

FRANCE—Glass containers for packing, bottling, canning. E. L. Goldschmidt (broker), 107, Boulevard Periere, Paris, 17e. WTD 11/14/66.

Fiberglass pool accessories; fiberglass diving boards. Requests replies in French. General Materiel Equipement Sportif—(Gilles Moreau) (importer, dealer), 32, Rue du Reveillon, 91 Brunoy (Essonne). WTD 11/7/66.

325 Structural clay products

FRANCE—Structural clay floor tiles. Strati—France (commission merchant, agent), 47, Rue Richer, Paris, 9e. WTD 4/14/66.

326 Pottery, related products

UGANDA—Vitreous china table, kitchenware. Intersales Commercial Agencies Limited (indent agent), P.O. Box 260, Mbale. WTD 11/23/66.

327 Concrete, gypsum, plaster products

FRANCE—Gypsum wallboards. Requests replies in French. Jean Fievet (agent), 17, Rue du Marechal Leclerc, 59 Saint-Saulve. WTD 4/26/66.

Precast concrete blocks for floor coverings; floor tiles (precast terrazzo). Strati—France (commission merchant, agent), 47, Rue Richer, Paris, 9e. WTD 4/14/66.

329 Abrasive, asbestos, nonmetallic mineral products

AUSTRALIA—Absorbent clay for industrial cleaning. M. H. Franks Pty. Ltd. (exporters), 187 Parramatta Rd., Camperdown, N.S.W. WTD 5/13/66.

FRANCE—Asbestos-cement wallboards, pipes. Requests replies in French. Jean Fievet (agent), 17, Rue du Marechal Leclerc, 59 Saint-Saulve. WTD 4/26/66.

Vinyl asbestos floor tiles. Strati—France (commission merchant, agent), 47, Rue Richer, Paris, 9e. WTD 4/14/66.

341 Metal cans

FRANCE—Containers: food, milk, oil, beer, general line, made from tinplate, terneplate, blackplate, or enameled sheet metal. E. L. Goldschmidt (broker), 107, Boulevard Pereire, Paris, 17e. WTD 11/14/66.

342 Cutlery, hand tools, general hardware

UGANDA—Table cutlery. Intersales Commercial Agencies Ltd. (indent agent), P.O. Box 260, Mbale. WTD 11/22/66.

343 Heating apparatus, plumbing fixtures

FRANCE—Swimming-pool heaters. Requests replies in French. General Materiel Equipement Sportif (importer, dealer), 32, Rue du Reveillon, 91 Brunoy (Essonne). WTD 11/7/66.

344 Fabricated structural metal products

AUSTRIA—Workmen's sheet metal huts, collapsible, to be put up at large building sites as temporary quarters; other sheet metal items used by the construction industry. Karl Neumann (manufacturer, manufacturer's representative), Industriestrasse 45, A-4051 St. Martin b/Linz. WTD 11/23/66.

FRANCE—Sheet metal wall tiles. Requests replies in French. Jean Fievet (agent), 17, Rue du Marechal Leclerc, 59 Saint-Saulve. WTD 4/26/66.

346 Metal stampings

FRANCE—Stamped metal bottle caps, tops. E. L. Goldschmidt (broker), 107, Boulevard Pereire, Paris, 17e. WTD 11/14/66.

349 Fabricated metal products

FRANCE—Aluminum swimming pools; aluminum diving boards. Requests replies in French. General Materiel Equipement Sportif (importer, dealer), 32, Rue du Reveillon, 91 Brunoy (Essonne). WTD 11/7/66.

Liquid tight metal shipping containers. E. L. Goldschmidt (broker), 107, Boulevard Pereire, Paris, 17e. WTD 11/14/66.

351 Engines, turbines

FRANCE—Diesel engines, 750 r.p.m. and under. Requests replies in French. Etablissements Roger Dalesme (engineering organization agent), 1 bis, Rue Victor-Basch—94 Arcueil (Val de Marne). WTD 4/6/66.

353 Construction, mining, materials handling machinery, equipment

FRANCE—Road construction and maintenance machinery, modern type, including mobile cranes, dump trucks, heavy-duty graders, power-shovels, concrete mixers and other machines for civil engineering, public works, general building contractors. Requests replies in French. Robert Amiand (Ateliers et Chantiers des Sables) (dealer, sales agent), Boite Postale 66; 85- Les Sables-d'Olonne, Vendee. WTD 6/11/65.

NETHERLANDS—All types of equipment used in construction and allied industries, such as mixers (stationary and truck mounted), batching plants, sand and gravel plants, concrete pumps. Exclusive agency. Mulder's Fabriek van Rollend Materieel N.V. (importer, manufacturer, exporter, agent), 4 Parklaan, Boskoop. WTD 9/20/66.

355 Special industry machinery

FRANCE—Chemical manufacturing industries machinery and equipment of an advanced technique. Geophysique Laboratoires Recherches—G.L.R. (consultant engineers), 9, Rue Buffault, 75 Paris, 9e. WTD 4/7/66.

Petroleum-refinery machinery and equipment of an advanced technique. Geophysique Laboratoires Recherches—G.L.R. 9, Rue Buffault, 75 Paris, 9e.

356 General industrial machinery

FRANCE—Swimming pool filters. Requests replies in French. General Materiel Equipement Sportif (importer, dealer), 32, Rue du Reveillon, 91 Brunoy (Essonne). WTD 11/7/66.

Speed changers (power transmission equipment); engines for atomic installations. Requests replies in French. Etablissements Roger Dalesme (engineering, organization agent), 1 bis, Rue Victor-Basch—94 Arcueil (Val de Marne). WTD 4/6/66.

357 Office computing, accounting machines

ITALY—Electronic desk calculators and magnetic tapes; office equipment, supplies. Tiber, s.r.l. (importer, wholesaler, agent), Via Stoppani 15, Rome. WTD 7/26/66.

362 Electrical industrial apparatus

FRANCE—Diesel-engine driven generator sets. Requests replies in French. Etablissements Roger Dalesme (engineering, organization agent), 1 bis, Rue Victor-Basch—94 Arcueil (Val de Marne). WTD 4/6/66.

365 Radio, television receiving sets

AUSTRIA—Hi-fi magnetic tape recorders, hi-fi record players, all stereo. Hi-Fi Stereo Center Hedwig Kain (importer, wholesaler, manufacturers' representative), Rainerstrasse 24, A-5020 Salzburg. WTD 4/22/66.

FRANCE—Radio receivers; record-players; tape-recorders; small transmitting and receiving sets (walkie-talkies). Etablissements Daniel Tahon (importer, wholesaler), 3 & 5, Rue Eugene Sue, 93, Neuilly-Plaisance. WTD 9/29/65.

367 Electronic components, accessories

FRANCE—Phonograph cartridges; electron tubes: radio and television receiving type. Etablissements Daniel Tahon (importer, wholesaler), 3 & 5, Rue Eugene Sue, 93 Neuilly-Plaisance. WTD 9/29/65.

PAKISTAN—Electronic devices, for use in manufacture of transistorized radios, electrically operated television sets. Capitol Trading Co. (wholesaler, retailer, exporter), Hall Rd., Lahore, West Pakistan. WTD 11/8/66.

372 Aircraft, parts

THAILAND—Passenger aircraft, 9-12 seats capacity, convertible to border patrol service; helicopters, 4-seat capacity, turbo-engine. Requests catalogs, price information. Exclusive agency. Aviation & Engineering Co. Ltd. (importer), 79/2 Visutkasat Rd., Bangkok. WTD 4/19/66.

375 Motorcycles, bicycles, parts

UGANDA—Motorcycle, bicycle spare parts, accessories. Intersales Commercial Agencies Ltd. (indent agent), P.O. Box 260, Mbale. WTD 11/22/66.

381 Engineering, laboratory, scientific, research instruments

PAKISTAN—Laboratory equipment for schools, colleges, research centers; laboratory testing, scientific instruments including laboratory glassware. Capitol Trading Co. (wholesaler, retailer, exporter), Hall Rd., Lahore, West Pakistan. WTD 11/8/66.

383 Optical instruments, lenses

ALGERIA—Optical, instrument, lenses. Requests replies in French. Comptoir International de Diffusion Scientifique (C.I.D.) (importer, wholesaler, retailer), 20 Avenue Claude Debussy, Algiers. WTD 11/25/66.

384 Surgical, medical, dental instruments

ALGERIA—Surgical, medical, dental instruments, supplies. Requests replies in French. Comptoir International de Diffusion Scientifique (C.I.D.) (importer, wholesaler, retailer), 20 Avenue Claude Debussy, Algiers. WTD 11/25/66.

385 Ophthalmic goods

ALGERIA—Ophthalmic goods. Requests replies in French. Comptoir International de Diffusion Scientifique (C.I.D.) (importer, wholesaler, retailer), 20 Avenue Claude Debussy, Algiers. WTD 11/25/66.

386 Photographic equipment

ITALY—Electrostatic copying equipment and supplies, sensitive material for photographic laboratories; equipment and supplies for all kinds of document reproduction systems. Tiber, s.r.l. (importer, wholesaler, agent), Via Stoppani 15, Rome. WTD 7/26/66.

391 Jewelry, silverware, plated ware

VENEZUELA—Jewelry in general. Asociacion Americana de Automovilistas, C.R.L. (sales agent), Apartado 12592 Sabana Grande, Caracas. WTD 11/9/66.

394 Toys, amusement, sporting goods

FRANCE—Balls: baseball, basketball, football, golf, playground, tennis, billiard and pool, bowling; basketball equipment and supplies (except uniforms); tennis goods: balls, frames, rackets, etc. Requests replies in French. General Materiel Equipement Sportif (importer, dealer), 32, Rue du Reveillon, 91 Brunoy (Essonne). WTD 11/7/66.

UGANDA—Fishing tackle; golf and tennis goods; football, basketball, boxing equipment, roller skates and gymnasium equipment. Intersales Commercial Agencies Ltd. (indent agent), P.O. Box 260, Mbale. WTD 11/22/66.

VENEZUELA—Games, toys, dolls, etc. Asociacion Americana de Automovilistas, C.R.L. (sales agent), Apartado 12592, Sabana Grande, Caracas. WTD 11/9/66.

398 Manufacturing industries

FRANCE—Floor coverings: asphalted feltbase (linoleum). Requests replies in French. Jean Fievet (agent), 17, Rue du Marechal Leclerc, 59 Saint-Saulve. WTD 4/26/66.

Linoleum floor tiles. Strati-France (commission merchant, agent), 47, Rue Richer, Paris, 9e. WTD 4/14/66.

503 Dry goods, apparel

UGANDA—Piece goods, notions. Intersales Commercial Agencies Ltd. (indent agent), P.O. Box 260, Mbale. WTD 11/22/66.

Hosiery, lingerie. Intersales Commercial Agencies Ltd. (indent agent), P.O. Box 260, Mbale. WTD 11/22/66.

509 Wholesalers

VENEZUELA—Seeds such as rice, potatoes, wheat. Bodegom, S.A. (importer, distributor, sales agent), Edificio General Paez, Oficina 708, Esquina La Marron, Caracas, or Apartado 2185, Caracas. WTD 11/10/66.

Leads for Importers

Commodities are offered direct unless specified

071 Agricultural services, except animal husbandry and horticultural services

★★ PORTUGAL—Trade Mission

Cotton waste. Sampaio, Azevedo & Silva, Lda. (manufacturer, importer), Ribeirao, Vila Nova de Famalicao. WTD under preparation. TM 127.

179 Miscellaneous special trade contractors

★★ PORTUGAL—Trade Mission

Plumbing fixtures. Francisco Correia, Lda. (manufacturer), Rua Jose Falcao, 14, Oporto. WTD under preparation. TM 103.

201 Meat products

★★ IRELAND—Trade Mission

Canned ham, bacon. Offers distributorship to qualified firm. Castlebar Bacon Co. (manufacturer), Castlebar, County Mayo. WTD in preparation. TM 6.

Ham, bacon, beef, canned. Henry Denny & Son, Ltd. (exporter), 21 Earlsfort Terrace, Dublin 2. WTD in preparation. TM 18.

Sausage casings. Crownex Ltd. (manufacturer), Lismore, Co. Waterford. WTD in preparation. TM 63.

203 Canning, preserving foods

FRANCE—Canned food products of very good quality, including canned truffles, cepes, foies gras (goose liver), green beans, artichoke bottoms, preserves, in tin cans, glass jars. Wholesale exportation only. Les Fils de J. Leon Bizac (food packer, wholesaler, exporter), 15-30 Rue Francois Mialet (B.P. 45); 19- Brive, Correze. WTD 11/28/66.

★★ IRELAND—Trade Mission

Jams, jellies. Offers distributorship to qualified firm. C. S. Laird, Ltd. (manufacturer), Drumshanbo, County Leitrim. WTD in preparation. TM 8.

Indo-Pakistani Food, canned. Golden Orient Foods, Ltd. (exporter), 27 Lower Leeson St., Dublin 2. WTD in preparation. TM 17.

★★ PORTUGAL—Trade Mission

Canned sardines. Conservas Alva, Lda. (manufacturer), Av. Eng. Duarte Pacheco, Matosinhos. WTD under preparation. TM 181.

Tomato paste. Conservas Iris, Lda. (manufacturer, importer, exporter), Rua da Padaria 15-2°, Dto., Lisbon. WTD under preparation. TM 45.

Food specialties, cocktail snacks. J. Salles Caldeira (manufacturer), Rua da Escola do Exercito 15, Lisbon. WTD under preparation. TM 29.

Canned tomatoes, fruit, vegetables, and fish products. Count Stefan Cedric Potocki (exporter), Pensao Viegas, S. Bras de Alportel, Faro. WTD under preparation. TM 18.

Olives stuffed with pimento, anchovies, and almonds. Agencia de Representacoes e Exportacoes Lda., Av. Antonio Augusto Aguiar 9, Lisbon. WTD under preparation. TM 16.

Canned sardines. Hans T. K. Langweg (importer, exporter), Rua Conde Redondo, 12, 5°, E., Lisbon. WTD under preparation. TM 10.

204 Grain mill products

★★ IRELAND—Trade Mission

Animal feed supplements. T. P. Whelehan, Son & Co. Ltd. (manufacturer, importer, exporter, wholesaler, retailer), Finglas, Dublin. WTD in preparation. TM 47.

★★ PORTUGAL—Trade Mission

Tapioca. Industria Alimentar Trofense (manufacturer, exporter), Rua Jose Falcao, 144, Oporto. WTD under preparation. TM 99.

208 Beverage industries

★★ PORTUGAL—Trade Mission

Wine (particularly sparkling) and brandy. Caves Monte Crasto (manufacturer), Anadia, Aveiro. WTD under preparation. TM 104.

Beer. One of the largest brewers in Portugal. Companhia Uniao Fabril Portuguesa (manufacturer, exporter), Leca do Balio, Oporto. WTD under preparation. TM 106.

Wines. Hans T. K. Langweg (importer, exporter), Rua Conde Redondo 12, 5°, E., Lisbon. WTD under preparation. TM 12.

Wine, particularly port. Barros & Almeida (exporter), Rua D. Leonor de Freitas, 142, Vila Nova de Gaia. WTD under preparation. TM 83.

Wine: Port, Madeira, Red, White, Rose table wines. Taylor Fladgate & Yeatman (exporter), Rua do Chupelo, 250, Vila Nova de Gaia. WTD under preparation. TM 85.

Wine. Green wines (vinho verde). Antonio Lago Cerqueira Lda. (manufacturer), Amarante, Portugal. WTD under preparation. TM 79.

Wine. Caves do Sizandrom Lda. (importer), Av. Almirante Reis 81, 1°, Dto., Lisbon. WTD under preparation. TM 56.

209 Food preparations

★★ IRELAND—Trade Mission

Packaged or bagged tea, instant tea. McGrath Brothers Limited (importer, packer), 1/3 Bachelors Walk, Dublin 1. WTD under preparation. TM 5.

★★ PORTUGAL—Trade Mission

Paprika. Conservas Iris, Lda. (manufacturer, importer, exporter), Rua da Padaria 15-2°, Dto., Lisbon. WTD under preparation. TM 46.

221 Broad woven fabric mills, cotton

★★ PORTUGAL—Trade Mission

Greige goods. Companhia Fabril do Cavado, Sarl (manufacturer), Rua Passos Manuel 24, Oporto. WTD in preparation. TM 118.

223 Broad woven fabric mills, wool

BRAZIL—Scotch pattern woolen traveling rugs; woolen blankets. Direct sale or through well-established agents. Industrias Bariloche S.A. (manufacturer), Rua Velho da Silva 108, Macae, Estado do Rio de Janeiro. Caixa Postal 1, Macae. WTD 11/30/66.

★★ PORTUGAL—Trade Mission

Woolen dress goods, blankets. Fabrica de Lanificios de Portalegre (manufacturer), Rua D. Estefania 157, 5°, Lisbon. WTD in preparation. TM 32.

225 Knitting mills, products

BRAZIL—Seamless woolen socks, stockings (Scotch patterns) for men, ladies, children; babies' woolen wraps. Direct sale or through well-established agents. Industrias Bariloche S.A. (manufacturer), Rua Velho da Silva 108, Macae, Estado do Rio de Janeiro. Caixa Postal 1, Macae. WTD 11/30/66.

★★ PORTUGAL—Trade Mission

Sweaters. Sociedade Textil Alianca, Lda. (Stal) (manufacturer), Rua Rodrigues Sampaio, 13, Lisbon. WTD in preparation. TM 128.

227 Floor covering mills

MALAGASY REPUBLIC—Sisal rugs, various solid colors, patterns. Requests replies in French. Societe Industrielle de Fort-Dauphin (Sifor) (manufacturer), Boite Postale 39, Fort-Dauphin. WTD in preparation.

228 Yarn, thread mills, products

★★ PORTUGAL—Trade Mission

Yarn, cotton blended. A. Gama Rocha & Fos. (importer), Rua do Campo Alegre, 144-3, Oporto. WTD 3/9/66. TM 107.

229 Textile goods

★★ PORTUGAL—Trade Mission

Fish nets. Fabrica de Redes de Pesca Marina, SARL. (exporter), Estrada de Circunvalacao, 13975, Oporto. WTD in preparation. TM 96.

232 Men's, youths', boys' furnishings, work clothing

★★ PORTUGAL—Trade Mission

Men's trousers, hand finished. Made of imported fabrics. Wants agent. Trofatex (manufacturer), Rua D. Pedro V, Trofa. WTD in preparation. TM 87.

Underwear, men's and boys' T-shirts. Empresa Fabril de Malhas (manufacturer), Rua do Brazil 237, Coimbra. WTD in preparation. TM 80.

242 Sawmills, planing mills

★★ PORTUGAL—Trade Mission

Parquet flooring, made of exotic Portuguese woods. Desires representative in U.S. Azinmex (manufacturer), Montemor-o-Novo, Alentejo, Portugal. WTD in preparation. TM 71.

243 Millwork, veneer, plywood, prefabricated structural wood products

★★ IRELAND—Trade Mission

Sound-reducing timber doors, partitions. Acousticon, Ltd. (wholesaler), 5 Blessington Court, Dublin. WTD in preparation. TM 50.

249 Wood products

★★ PORTUGAL—Trade Mission

Toothpicks, fancy, with carved ends. E. Carvalho dos Santos (manufacturer), Vila Nova de Poiares, Portugal. WTD in preparation. TM 72.

Picture frames, gilded, velvet mounted, variety of decorations. Moldex (manufacturer), Av. da Carvalha 597, Fanzeres, Gondomar. WTD in preparation. TM 75.

Cork products, bottle stoppers, laminated cork for shoes. Antonio Rodrigues Vita (manufacturer), Santa Maria de Lamas. WTD in preparation. TM 76.

Cork products including new types of board of various thicknesses down to ⅛ inch for decorative purposes such as lamination with hardboard, in sheets or tiles. WTD in preparation. TM 59. Empresa Fabril de Corticas, Lda. (manufacturer, exporter), Rua do Castilho 69, 4°, E. Lisbon. WTD in preparation. TM 59.

252 Office furniture

★★ IRELAND—Trade Mission

Office furniture. C.A. Parsons of Ireland Ltd. (manufacturer), Dublin Rd., Howth, Dublin. WTD in preparation. TM 84.

★★ PORTUGAL—Trade Mission

Synthetic, rubber. Alberto Sousa (manufacturer, importer, exporter, wholesaler), Fabrica de Tintas, Rua S. Gens, 3717 Senhora da Hora. WTD in preparation. TM 121.

283 Drugs

★★ IRELAND—Trade Mission

Medicinal tablets, pharmaceutical preparations, veterinary supplies. T. P. Whelehan, Son & Co. Ltd. (manufacturer, importer, exporter, wholesaler, retailer), Finglas, Dublin. WTD in preparation. TM 49.

★★ PORTUGAL—Trade Mission

Veterinary medicines. Cipan, Companhia Industrial Produtora de Antibioticos (importer), Sarl, Av. Gomes Ferreira, no. 74, Lisbon. WTD 1/31/66. TM. 4.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

★★ IRELAND—Trade Mission

Household products including insecticidal sprays, disinfectants, air fresheners, bath salts, cubes. T. P. Whelehan, Son & Co. Ltd. (manufacturer, importer, exporter, wholesaler, retailer), Finglas, Dublin. WTD in preparation. TM. 48.

302 Rubber footwear

★★ IRELAND—Trade Mission

Rubber boots. O'Brien Plastics (manufacturer, importer), Bishopstown, Cork. WTD in preparation. TM 68.

307 Plastic products

FRANCE—Plastic dolls, rigid and soft, heads, parts; other categories of "plastisol" toys and parts, including articles manufactured to order. Wholesale exportation, direct or through sales agents. Requests replies in French or Spanish. "Verigord", S.A. (manufacturer, wholesaler, exporter), Chemin de Maleu; 24- Terrasson, Dordogne. WTD 11/29/66.

★★ IRELAND—Trade Mission

Plastic containers, including open-top liquid tanks, barrels for food and stacking trays for manufacturing processes. R.I.B. Plastics Ltd. (manufacturer, importer, exporter), Dundalk Road, Carrickmacross. WTD in preparation. TM 39.

Children's plastic sandals. O'Brien Plastics (manufacturer, importer), Bishopstown, Cork. WTD in preparation. TM 71.

★★ PORTUGAL—Trade Mission

Molds for plastics. Cucor, Cunhos e Cortantes de Portugal, Lda. (manufacturer), Rua da Padaria 15-2°, D., Lisbon. WTD in preparation. TM 64.

314 Footwear, except rubber

★★ PORTUGAL—Trade Mission

Shoes, men's and children's. Fabrica de Calcado Continental (manufacturer), Torrados, Felgueiras. WTD in preparation. TM 125.

Shoes, men's, women's and children's. J. C. Rodrigues & Ca., Lda. (manufacturer, importer, exporter), Rua Sto. Antonio 129, Oporto. WTD in preparation. TM 112.

Shoes. Needs capital advanced presumably by a U.S. company that can purchase output of several thousands pairs a day. Sociedaded Industrial de Calcado Superius (manufacturer), Rua Manuel Pinto de Azevedo 567, Oporto. WTD in preparation. TM 78.

316 Luggage

★★ PORTUGAL—Trade Mission

Luggage. Large manufacturer wants agent. Fonseca & Almeida, Lda. (manufacturer), Av. Imaculada Conceicao, Braga. WTD in preparation. TM 84.

317 Handbags, personal leather goods

★★ PORTUGAL—Trade Mission

Handbags. Large manufacturer wants agent. Fonseca & Almeida, Lda. (manufacturer), Av. Imaculada Conceicao, Braga. WTD in preparation. TM 82.

325 Structural clay products

★★ PORTUGAL—Trade Mission

Ceramic tile. Fabrica de Ceramica Constancia, Lda. (manufacturer), Rua de S. Domingos a Lapa, 8C., Lisbon. WTD in preparation. TM 1.

326 Pottery, related products

★★ PORTUGAL—Trade Mission

Decorative pottery. Fabrica de Ceramica Constancia, Lda. (manufacturer), Rua de S. Domingos a Lapa, 8C, Lisbon. WTD in preparation. TM 2.

328 Cut stone products

★★ PORTUGAL—Trade Mission

Marble slabs, table tops, tiles, etc. Grant, Fornecedores de Granito, Lda. (exporter), Rua Pascoal de Melo 37, 2-E, Lisbon.

329 Abrasive, asbestos, nonmetallic mineral products

★★ IRELAND—Trade Mission

Quartz of grades useful for filtering, ferrosilicon and decorative chips. McMahon Bros. (miner), New Hall, Station Rd., Ennis. WTD in preparation. TM 67.

★★ PORTUGAL—Trade Mission

Feldspar. A. J. Fonseca (exporter), Av. Imaculada Conceicao, Braga. WTD in preparation. TM 98.

Mica. Primex (importer), Av. Duque de Loule 77, Lisbon. WTD in preparation. TM 73.

332 Iron, steel foundries

★★ PORTUGAL—Trade Mission

Iron and steel castings. Hans T. K. Langweg (importer, exporter), Rua Conde Redondo, 12, 5°, E., Lisbon. WTD in preparation. TM 6.

336 Nonferrous foundries

★★ PORTUGAL—Trade Mission

Church bells. Hans T. K. Langweg (importer, exporter), Rua Conde Redondo, 12, 5°, E., Lisbon. WTD in preparation. TM 7.

342 Cutlery, hand tools, general hardware

★★ PORTUGAL—Trade Mission

Hinges for doors, cabinets. Forragens Reunidas de Agueda, Lda. (manufacturer), Agueda, Aveiro. WTD in preparation. TM 120.

Hand tools. Antonio Teles de Menezes & Ca. Lda. (manufacturer), Apartado 1, Freamunde. WTD in preparation. TM 117.

General hardware. David Barbosa & Ca., Lda. (exporter), Trav. do Grande Hotel, 30, Oporto. WTD in preparation. TM 102.

348 Fabricated wire products

★★ PORTUGAL—Trade Mission

Carts, grocery. Two-wheel carts with strong woven bag to carry groceries. Casa Damiao (manufacturer), Torres Vedras. WTD in preparation. TM 30.

349 Fabricated metal products

★★ PORTUGAL—Trade Mission

Barbed wire, fencing, nails. Hans T. K. Langweg (importer, exporter), Rua Conde Redondo, 12, 5°, E., Lisbon. WTD in preparation. TM 11.

Novelties, key rings, ashtrays, emblems, pins, etc. Fotal-Bernardino de Oliveira, Lda. (manufacturer), Rua Camoes 639-645, Oporto. WTD in preparation. TM 86.

352 Farm machinery

★★ PORTUGAL—Trade Mission

Farm machinery, all types. Sociedade de Metais e Fundicao, Lda. (manufacturer), Apartado No. 31, Evora. WTD in preparation. TM 108.

353 Construction, mining, materials handling machinery, equipment

★★ IRELAND—Trade Mission

Carbide drills for mining operations, to be used with pneumatic drills and machinery. Shannon Diamond & Carbide Ltd. (manufacturer), Shannon Airport, via Limerick. WTD in preparation.

354 Metalworking machinery

★★ PORTUGAL—Trade Mission

Lathes, drilling machines. Hans T. K. Langweg (importer, exporter), Rua Conde Redondo, 12, 5°, E., Lisbon. WTD in preparation. TM 8.

Automotive parts, accessories. Irapal, Industrias Reunidas de Acessorios e Pecas de Automoveis, Sarl. Travessa do Rosario, 16- 3°, Lisbon. WTD in preparation. TM 129.

Machine tools. Eduardo Ferreirinha & Irmao (manufacturer, exporter), Rua da Boa Nava 163, Oporto. WTD in preparation. TM 133.

355 Special industry machinery

★★ PORTUGAL—Trade Mission

Textile machinery. Cone winding, multi-end cheese winder and dying cone machines. Rost & Janus, Sucrs., Lda. (manufacturer), 914, Rua Barao de Forrester, Oporto. WTD in preparation. TM 89.

Woodworking machinery, all kinds. Hans T. K. Langweg, Rua Conde Redondo, 12, 5°, E., Lisbon. WTD in preparation. TM 9.

356 General industrial machinery

★★ IRELAND—Trade Mission

Incinerators, garbage-burning equipment for large cities. Power & Chemical Plant Co. (manufacturer, importer, exporter), Ballymore Eustace, Co. Kildare. WTD in preparation. TM 25.

★★ PORTUGAL—Trade Mission

Pumps for chemicals, water, petroleum. Jose Ferreira Carvalho (manufacturer), Povoa do Varzim. WTD in preparation. TM 92.

Spraying equipment. Casa Damiao (manufacturer), Torres Vedras. WTD in preparation. TM 31.

359 Machinery

★★ PORTUGAL—Trade Mission

Pistons. Firm wishes to make odd, oversized and special pistons for U.S. piston manufacturers who get calls for same but cannot handle economically. Fabrica Pachancho, Antonio Peixoto, Lda. (manufacturer), Braga. WTD in preparation. TM 91.

362 Electrical industrial apparatus

★★ PORTUGAL—Trade Mission

Electric motors, from 1/10 to 200 H.P. meeting U.S. specifications for use on pumps, fans, sewing machines, washing machines, polishers and medium and heavy industrial equipment. Rabor, Ovar-Aveiro. WTD 6/30/65. TM 97.

363 Household appliances

★★ IRELAND—Trade Mission

Heaters, household-patented unit to cook, heat house, and furnish hot water. Firm seeks distributor. Hamco Enterprises Ltd. (manufacturer, exporter), 111 Pearse St., Dublin 2. WTD in preparation. TM 16.

364 Electric lighting, wiring equipment

★★ PORTUGAL—Trade Mission

Electrical light fixtures. Francisco Miguel Bombarda (manufacturer), Rua S. Bras, 90, Oporto. WTD in preparation. TM 77.

Office lamps. Plocker & Rocha (manufacturer), Regueirao dos Anjos 82-84, Lisbon. WTD in preparation. TM 51.

365 Radio, television receiving sets

FRANCE—Needles for record players. Etablissements Daniel Tahon (importer, wholesaler), 3 & 5, Rue Eugene Sue, 93 Neuilly-Plaisance. WTD 9/29/65.

382 Instruments for measuring, controlling indicating physical characteristics

★★ IRELAND—Trade Mission

Chemical dosage unit (pump, metering pump, valve, tankage, electric control). Power & Chemical Plant Co. (manufacturer, importer, exporter), Ballymore Eustace, Co. Kildare. WTD in preparation. TM 30.

391 Jewelry, silverware, plated ware

★★ IRELAND—Trade Mission

Flat silverware, other cutlery, silver plated ware. Newbridge Cutlery Co. Ltd. (manufacturer, importer, exporter), P.O. Box 4, Newbridge, Co. Kildare. WTD in preparation. TM 52.

394 Toys, amusement, sporting goods

★★ IRELAND—Trade Mission

Fishing tackle. Robert Day & Son Ltd. (manufacturer, importer, exporter, wholesaler, retailer), 5 Bowling Green St., Cork. WTD 11/12/66. TM 72.

396 Costume jewelry, novelties, buttons, notions

★★ IRELAND—Trade Mission

Button blanks, plastic. North Cork Creameries (manufacturer), Kanturk, Co. Cork. WTD in preparation. TM 83.

505 Farm products—raw materials

★★ IRELAND—Trade Mission

Raw wool for carpets, rugs. Dillon & Sons (exporter), Ballmacthomas, Co. Cork. WTD in preparation. TM 80.

599 Miscellaneous wholesalers

JORDAN—Mother of pearl and olive wood articles; religious goods, souvenirs from Holy Land. Micheal & Salib Sous (manufacturers, importers, exporters), P.O.B. 30, Bethlehem. WTD 8/25/66.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service Officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

AUSTRALIA—The Brisbane City Council has announced plans for a **major bayside suburban development,** anticipated to be a multimillion dollar project occupying approximately 5,000 acres of land, in a sub-standard area within the city. After negotiation and resumption (a term used in Australia meaning "right of eminent domain"), the plan will be executed by filling in mud flats and low-lying areas.

In announcing the project, the Lord Mayor stated that the plan will create one of the finest residental areas in Brisbane. In addition, an adjacent industrial area, which is also being provided for, will create a large labor force for the area. Highlights of the planned area include high-rise apartments, swimming pools, islands in the canal nearest the sea for residences, and parks surrounding the entire area.

The project is being planned by the City Works Dept. of Brisbane.

BRAZIL—A review of the Government's plans to expand electric generating capacity featuring current and future projects is available on five-day loan from the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The total investment for carrying out the 1965-1970 expansion program will require $1.7 billion (Cr $3,800 billion), a portion of which has already been provided by Agency for International Development (in dollars and cruzeiros loans), World Bank (IBRD) and Inter-American Bank (IADB) loans.

DENMARK—A company has been established to promote the construction of the **Store Baelt (Great Belt) Bridge Tunnel Project.** The company, known as "Corporation for the Establishment of a Permanent Connection across Store Baelt", will collect and present economic, financial and technical data covering this project and similar projects in other countries. It is estimated that the cost of this construction will be between two and three billion kroner (1 krone=approx. $0.145).

A bridge/tunnel project across the Store Baelt has been considered and discussed for many years. A special commission appointed by the Government submitted a report on the subject in 1959. This report is now being updated in light of subsequent data. An international design contest was invited in 1965 (INTERNATIONAL COMMERCE, Aug. 2, 1965, p. 43) when competition for a rail and road traffic bridge or tunnel link carrying a double track railway, a six-lane roadway and two emergency lanes was called, the results of which are expected to be published in the near future.

Final decision on the construction rests with the Parliament; it is believed that it will take at least a year after a decision before the project may be initiated and that its completion will take five to ten years. Besides the financial and manpower problems involved, the project must also be concerned with the international law requirement of free passage of ships, a problem which has not yet been resolved.

INDIA—A plan for the water supply, sewerage and drainage requirements of the greater Calcutta area has been completed by the Calcutta Metropolitan Planning Organisation. This project, which will encompass an area of 480 square miles with approximately seven million inhabitants, will cost about $453 million. The Calcutta Metropolitan Water & Sanitation Authority will be responsible for the management, construction, operation and maintenance of these facilities.

A detailed plan for immediate implementation of the first part of the overall project has been completed for high-priority areas. The first phase, which has been approved by the Government of West Bengal and is included in the current five-year development plan, will cost an estimated $33 million.

Construction is expected to start during the second quarter of 1967. Procurement will be on a worldwide basis. In order to complete planning and cost estimates, West Bengal authorities have requested specifications, prices and conditions of sale for the following machinery, equipment and supply: Steel sheet piling for various sized sewer trenches; pile driving machinery; tapping and drilling machines for under-pressure jointing in water mains; electrically operated valves for various diameter water mains; trench excavator capable of digging up to 15-20′ deep at a maximum width of 7.5′; pavement ripper; backhoe, crawler mounted; sewer cleaning equipment for sewer pipe ranging from 8″ to 40″ in diameter; caterpiller bulldozers of various capacities; truck-mounted dumpers of various capacities; mechanical compaction units for handling refuse. The information requested, follow up, and further inquiries should be directed to the Chief Engineer, Calcutta Metropolitan Planning Organisation, 1 Garstin Place, Calcutta 1.

IRAN—Press reports in Tehran announced that the **Sheraton Corp. is planning to build a 20-story, 400-room hotel in Tehran.** This structure, to cost approximately $10 million, is to be located in Farah Park on Boulevard Elizabeth II, a modern section of northwestern Tehran, accessible to the international airport of Merabad.

JORDAN—Hisham Nuseibeh & Bros., P.O.B. 555, Amman, Jordan, plans to procure complete requirements for **a first-class hotel** with 108 rooms in Jerusalem. This will include kitchen equipment and utensils, linens and mattresses, furniture for individual rooms, bars and dining rooms, silver and chinaware and other hotel requirements.

It is believed to be an extremely attractive export opportunity which will give U.S. suppliers priority. Terms and conditions available upon request from above address. Embassy strongly recommends timely response. Last date of accepting offers is Jan. 1, 1967. Estimated cost over $100,000.

KOREA—The local press recently reported that the city of Seoul plans to carry out **a program of road construction, rezoning, housing construction, medical and sanitation services and other welfare services and transportation expansion, including street car lines.** The mayor of the city is quoted as saying that the city will import about $2 million worth of equipment for use in cleaning and other sanitation services. The equipment mentioned included bulldozers, graders, and nighsoil trucks. The mayor also showed an interest in obtaining assistance in city planning.

Planning is underway; for catalogs, specifications and price estimates on equipment, **write:** Mr. Lee Kwan Young, Planning Coordinator, Special City of Seoul, Republic of Korea.

LIBERIA—The Government is considering construction of **several major road projects.** These are the following: a rural access road project involving construction or rehabilitation of eight rural access roads totaling about 300 miles; a 38-mile road from Tartuke to Karloke in the south to complete the road connection into Cape Palmas, the capital bypass project to relieve Monrovia of some traffic congestion; a two-lane, all-weather laterite truck route between the Port of Monrovia and Paynesville; and an extension of the road from Pujehun to the Sierra-Leone Border.

Malaysia invites bids on water treatment equipment

The Assistant Director, Public Works (Water Supplies), P.W.D., Jalan Maxwell, Kuala Lumpur, has invited bids for the supply, delivery, erection, and commissioning of water treatment plant equipment and fittings for a proposed new water supply system to service Sungei Rambai and Lerlimau, Malacca.

Tender documents and forms are available from the above office upon payment of M$10.00 (U.S.$3.33). Bids must be submitted to the same office by 12:00 noon, Feb. 24.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

FRANCE—Jean Claude Parizot, Jacques Parizot, S.A., Saint-Loup-sur-Semouse (Haute-Saone), **interested in obtaining sales agency for France for prefabricated houses.** Dec. 15 via New York for nine days. c/o Schmutz Mfg. Co., 1600 W. Main St., P.O. Box 1163, Louisville, Ky. Itinerary: Waterbury, Conn., Dover, Mass., McDonough, N.Y., Baltimore, Md., Richmond, Va., Boones Mill, Va., Milledgeville, Ga., Tucker, Ga., Chamblee, Ga., Griffin, Ga. WTD in preparation.

Leon Leibovici, Centre d'Achat Textile, 16 Blvd. d'Athenes, 13 Marseille, 1er, **interested in representing an American textile manufacturer.** Dec. 18 via New York for three weeks. c/o Jacques Leibovici, 2466 Virginia St., Apt. 205, Berkeley, Calif. 94709. Itinerary: New York, Washington, Los Angeles, San Francisco. WTD 11/25/66.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, U.S. Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country.

Business firms—Nigeria, November.
Clothing Manufacturers—Chile, November.
Cooperage and Containers—Importers and Dealers, Portugal, December.

Greece wishes to purchase 5000 knapsack sprayers

The National Tobacco Board at Athens, Greece has issued terms and specifications for the purchase of 5,000 knapsack sprayers-dusters. Tender No. 9517/3254, bid deadline Jan. 9, 1967. A copy of the specifications may be obtained from the ACME Division, BDSA-584, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4319).

Jordan plans to construct a ten story car park

The Municipality of Amman, Jordan, invites bidders to bid on the construction and financing of a ten-story car park. This construction, estimated to cost about $520,000 will be in the center of Amman on a turn-key basis. This car park will have elevator service, a rooftop restaurant and street level stores.

New Books and Reports

***Employment, Output, and Foreign Trade of U.S. Manufacturing Industries, 1958-1964/65.* Trade Relations Council of the United States, Inc., New York, 1966, 366 pp. $100.**

Prepared in cooperation with the Graduate Department of Economics at Georgetown University, this study presents in a convenient form the basic economic data pertaining to the domestic and foreign trade operations of American manufacturing industries. The book contains the finest level of detail for which domestic employment and output data can be correlated with import and export data as published by the U.S. Government.

The study is part of a program employing a computerized data processing facility for the collection and presentation of all public data relevant to the economic growth and foreign trade of U.S. manufacturing companies. The Council is making the information available to U.S. industries generally, to the Congress, and to interested Government agencies and private groups.

Write: Trade Relations Council, 122 East 42 Street, New York, N.Y. 10017.

***Der Import und Export* (Import and Export). By Wilhelm Nerreter. In three volumes: 1, Die Aussenwirtschaft der Bundesrepublik (the Foreign Commerce of the Federal Republic); 2, Der Export (The Export); 3, Der Import (The Import). In German. Verlag Neue Wirtschafts-Briefe, Berlin. Volume 1, 58pp., $1.45; Volume 2, 104pp., $3.20; Volume 3, 91pp., $2.95.**

These slim paper-bound volumes are excellent reference works for businessmen engaging in international commerce with Germany. Foreign trade consultants as well as American firms with agents or subsidiaries in Germany will find them valuable for their concise treatment of a wide range of foreign trade topics that includes: German state and federal agencies involved in foreign commerce; documents required in foreign trade; membership of important regional and international organizations affecting foreign trade; types of contracts used in international business agreements; arbitration of business disputes; and Germany's treaties relating to trade, investment, and technical cooperation.

The author, who is chief of the Foreign Trade Section of the Bavarian State Ministry for Economics & Commerce, also discusses export financing in Germany, the vocabulary and abbreviations of foreign trade (c.i.f., f.o.b., "Franko Waggon/LKW," etc.), and the international commodity agreements such as those for tin, coffee, and cotton textiles.

Sample forms used by German businessmen in international trade—bills of lading, import declarations, export licenses, letters of credit, etc.—are included in Volumes 2 and 3. Citations of laws and international agreements pertaining to definitions, agency responsibilities, documents, etc., are given wherever pertinent throughout the three volumes, making them useful even for the businessman wholly familiar with foreign trade as it is conducted in Germany.

Write: Verlag Neue Wirtschafts-Briefe G.m.b.H., Herne/Berlin, Germany.

New Customs Journals

The following new international customs journals are available: **Gambia,** #PB173317, Hardcover—$4, Microfiche—75¢. **Rwanda** Supplement #1 to No. 37 (First Edition), #PB173253, Hardcover—$1, Microfiche—50¢. **United Arab Republic,** #PB173256, Hardcover—$1, Microfiche—50¢. **Yugoslavia,** #PB173316, Hardcover—$5, Microfiche—$1.

Write: Clearinghouse for Federal Scientific & Technical Information, U.S. Department of Commerce, Springfield, Va. 22151 (Attn: Code 410.11.)

***The Indian Petroleum Handbook 1966.* Published by Petroleum Information Service, New Delhi, India. 164pp. 27¢.**

This handbook reviews developments in oil exploration, production, refining, and marketing activities in India. It surveys production and current planning in the petrochemical and allied industries, including nitrogenous fertilizers and pesticides.

Information on petroleum legislation and research, training, and educational facilities is also included.

Write: Petroleum Information Service, 22 Pusa Road, New Delhi, 5, India.

***The San Francisco Conference on Problems in United States/Japan Trade.* Published by the United States/Japan Trade Council, Inc., Washington, D.C. 28pp. Free.**

This is the report of the conference held in June 1966 and co-sponsored by the U.S./Japan Trade Council, the San Francisco Area World Trade Association of the Greater San Francisco Chamber of Commerce and the World Trade Committee of the Oakland Chamber of Commerce. The conference was attended by more than 200 businessmen, bankers, consular officials and transportation and communications representatives.

Japan has become both the largest overseas customer and the largest overseas supplier of the United States, more than doubling its share of U.S. world trade in the past decade. Such great changes in the volume and importance of trade have generated problems of restrictive legislation, high tariffs, voluntary quota systems, lack of mutual understanding of business customs and practices, damage to local industries caused by competitive imported products, and other difficulties. This book reports the attempts of the conference to bring to bear the knowledge and experience of its participants in an attempt to solve these problems.

Limited copies available.

Write: U.S./Japan Trade Council, Inc., 1000 Connecticut Ave. N.W., Washington, D.C. 20036.

***The Market in Sweden for Leisure Articles.* Published by Skandinaviska Banken, Stockholm, in collaboration with the U.S. Embassy, Stockholm. 10pp. Free.**

This latest market report in a series issued periodically for U.S. exporters lists leisure articles for use out-of-doors. The leading outdoor activities in Sweden are skiing, motoring, swimming, boating and fishing. The following categories are included in the report: bicycles, mopeds and lawn mowers; trailers; boats and marine engines; camping equipment—tents, beds, stoves, etc.; guns, ammunition, fishing tackle; tennis, golf and table tennis equipment; ice skates, hockey sticks, ski equipment; toys.

A list of addresses of institutions and firms handling leisure-time equipment is supplied.

Write: Skandinaviska Banken, Stockholm, 40, Sweden or U.S. Embassy, Stockholm, Sweden.

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Calendar *for international traders*

BOSTON—Jan. 18—Conference and Consultations with U.S. Trade Mission to Ireland and Portugal, 10 am., State Street Bank Bldg.

CHICAGO—Jan. 12—International Trade Club, LaSalle Hotel.

CLEVELAND—Jan. 5—World Trade Assn. Luncheon.

DETROIT—Jan. 20-Feb. 2—18th International Heating & Air-Conditioning Exposition, Cobo Hall. Sponsor: American Society of Heating, Refrigerating & Airconditioning Engineers.

KANSAS CITY—Dec. 22—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: REEC; Commerce Field Office.

KANSAS CITY—Jan. 10—Meeting for Exporters with a panel of returning business travelers, Advertising & Sales Executive Club. Sponsors: Commerce Field Office; REEC; International Trade Club.

NEW YORK—Dec. 20—FCIB Hardware-Auto & Allied Trades Group Christmas meeting and election of chairman for 1967, 12:30 p.m.

NEW YORK—Jan. 31—Businessmen's consultations with members of U.S. trade mission to Libya, Tunisia and Morocco, St. Regis Hotel. Sponsors: American-Arab Assn. for Commerce & Industry; Commerce Field Office.

NEWARK—Jan. 19—Profits in Exports Conference, Robert Treat Hotel. Sponsors: World Trade Assn.; N.J. Dept. of Conservation & Economic Development; Commerce Field Office, New York; REEC.

PITTSBURGH—Dec. 29—Export Counseling Program, 1-5 p.m., Chamber of Commerce Board Room. Sponsors: REEC; World Trade Council; Chamber of Commerce.

ST. LOUIS—Jan. 17—Businessmen's Consultations with U.S. Trade Mission to Hungary and Bulgaria, Commerce Field Office. Sponsors: REEC; World Trade Club; Chamber of Commerce; Commerce Field Office.

SAN FRANCISCO—Dec. 21—Export Finance & Insurance Seminar, 9:30 a.m., Rm. 13450, New Federal Bldg.

YOUNGSTOWN, Ohio—Jan. 11—Export Expansion Workshop, 10 a.m.-1:30 p.m., Mural Room Restaurant. Sponsors: Northwest Orient Airlines; Chamber of Commerce; REEC; Commerce Field Office, Cleveland.

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ATLANTA, GA., 30303, 4th Floor Home Savings Building, 75 Forsyth St., N.W. Area Code 404 Tel. 526-6000.
BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. Plaza 2-8460.
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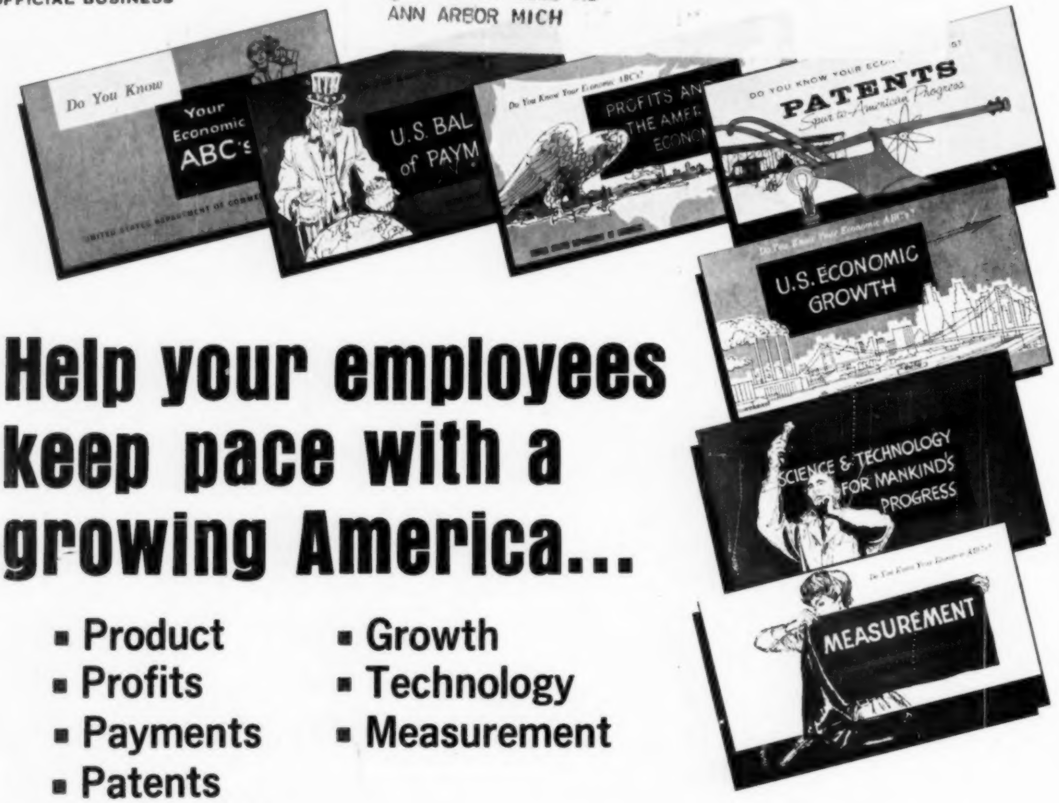
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